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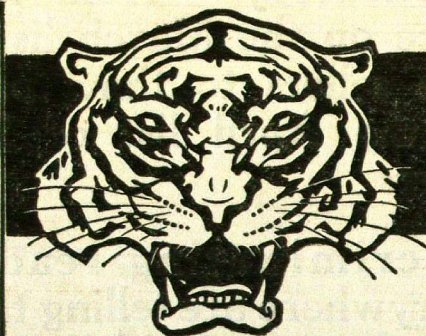
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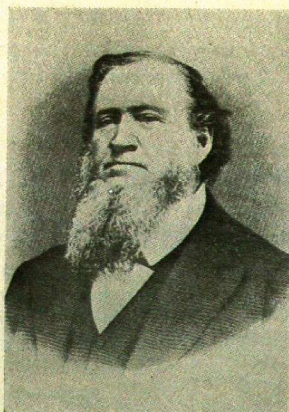
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The PUBLISHERS' WEEKLY

THE AMERICAN BOOK-TRADE JOURNAL

NEW YORK, MAY 16, 1925

Merely Selling Books!

By William H. Wells

WHEN the *Publishers' Weekly* printed in February "A Few Questions for Buyers and Booksellers" the advertising manager of a large publishing firm read it over carefully and shook his head. "Booksellers won't answer," he said, "or if they do the answers won't be of much help! Why, if they answered those questions with entire frankness they'd give themselves away completely."

"If a publisher or a publisher's salesman has any good points, you'll never catch a bookseller admitting it," he remarked, but his cynicism has been rebuked by the fact that the buyer of one of the big New York bookstores, in expressing his notion of the "ideal publisher's traveler," named as an example a salesman from the manager's own house.

Indeed, many answers to the questions were received, most of them candid, revealing, and filled with a genuine interest in closer, more efficient cooperation between the bookseller and publisher, with the publisher's salesmen as liaison officers. The bookseller's desire to have the traveler be, in truth, the publisher's representative, not just his salesman, was clearly set forth in many replies. The following statement

from a Pennsylvania bookseller expresses very well the general opinion: "The average traveler knows perfunctorily the books in his bag and isn't very much interested beyond that. What the bookseller needs is a link with the publisher who can act

as a personal representative, not only of the publisher with the bookseller, but of the bookseller with the publisher. As it is now he is not the publisher's representative in the true sense of the word at all. He is merely selling books."

"Merely selling books!" The indictment is a harsh one. It means that in the eyes of the bookseller, publishers

and their travelers are failing to measure up to their possibilities. Every publisher knows that it is not the number of copies he can sell to the bookseller, but the number the bookseller can sell to the public, that makes his books successes or failures. Nevertheless, his attitude in sales conferences is calculated to impress his salesmen with the idea of selling the bookseller as many books as possible. It is a realization of this fact that lies behind the statement of a large proportion of booksellers: *that they do not feel much reliance on what the salesmen say concerning their books.*

THE material for this very interesting article by Mr. Wells was supplied by booksellers thruout the country. Readers of the "Publishers' Weekly" will remember Mr. Wells' Questionnaire for Booksellers which was printed in the "Travelers' Number." From the answers to his Questionnaire, Mr. Wells has been able to make some definite suggestions to both publishers and booksellers.

This is not the prejudiced carping of a dissatisfied few, nor is it stated in any spirit of hostility. It is a good-humored statement of a fact that seems to be recognized by representative booksellers in all parts of the country. For this reason it deserves serious consideration.

The booksellers want the publishers' salesmen to call on them. They depend on these salesmen for their information concerning forthcoming books. Yet they find it difficult to rely on what the salesmen have to say. The resulting problem is one that affects all three parties concerned: bookseller, traveler, and publisher. The traveler believes his task is to sell the bookseller as many books as he can be persuaded to buy. The bookseller feels this, and, altho he may think the traveler a very nice fellow personally, he adopts in self defense the motto, "I'd rather wait and seel!" His initial orders are small, and the publisher fumes. Travelers' salaries and expenses are large items for the publisher. Yet he knows he must send salesmen out if he wishes to interest the booksellers in his publications; and in his heart he feels that if only booksellers were not such grasping curmudgeons they would buy enough books from the traveler during his visit to make that visit pay.

So long as the publisher holds that secret hope; so long as he continues to "kick against the pricks" of the hard, and to him unpleasant, fact of the bookseller's caution; just so long will the present situation remain unchanged. As soon as he accepts the fact, however, and makes his travelers true representatives of his house who can give the bookseller aid and information without feeling it necessary to use superlatives in speaking of every book, or to express an optimism they do not own, or to conceal their honest opinion concerning a book's merits and possibilities—just so soon will the bookseller cease to mistrust the traveler. At that time the advance sales of good books may be expected to rise, and the advance sale of "plugs" to decline. The publisher can divert some of the energy now expended in trying to sell books to the bookseller, into the more important field of helping the bookseller sell his books to the public.

A striking example of energy wasted at present, a waste due to the publisher's

short-sightedness, is brought out in a pertinent suggestion, offered independently by several booksellers. Every publisher goes to considerable time, labor, and expense to equip his travelers with information and ideas concerning each book, which they can use in persuading the bookseller to order stock. The intellect and imagination of the editor and the sales and advertising managers go into preparing the salesmen. The salesmen deliver it to the ear of the bookseller; and, except for what goes later into the publisher's general advertising, all that selling effort and material is lost.

It is an idea for turning this loss to gain that several booksellers have offered. Mr. Kroch, of Kroch's International Bookstore in Chicago, expresses the thought as follows: "At the time when we place our orders with the salesmen we very often receive certain information which offers unusual selling points. While not intended for the general public, they are very helpful to make sales, but often when the stock arrives these points are forgotten. For this reason it would be helpful if the publishers would supply with the bills several cards, on which such selling points might be printed. Those cards would be distributed among the sales people, and could also be used as stock records for the purpose of reordering.

"I realize the additional expense and work connected with such a system, but I am convinced that this effort would repay in more intelligent service to the public."

Brockman's, of Charlotte, North Carolina, says, "We should like all publishers to adopt a uniform plan of attaching to every invoice a 3 x 5 or 4 x 6 slip giving a synopsis of each book invoiced, and selling points of each book."

Since such cards would not be delivered till the books themselves, it is possible for the salesman to inquire of the bookseller whether he desires the cards, and if so, the exact number. This would eliminate the wasted money and effort that publishers have encountered in the past when they have attempted to broadcast sheets of sales material to the bookstores.

The plan is one designed to make the publisher's selling efforts strike twice: once with the bookseller, and again with the bookseller's customers. For the bookseller's

primary interest is not buying books but selling them; and whatever is of first importance to the bookseller is also of first importance to the publisher. A clearer realization of this fact, and a selling policy moulded upon it, are the fundamental requisites of efficient cooperation between publisher and bookseller.

As an instrument for this cooperation there stands the publisher's traveler, ready,

when the publisher commands him, to form the connecting personal link between the two great branches of the book-trade—ready to go from the publisher to the book-seller not with the purpose of "merely selling books," but with information and ideas that will help the latter to perform better the function that is vital to both: the function of interesting the public in his books sufficiently to purchase them.

Census Reveals Book Publishing Trends

1923 Figures Just Tabulated by the Government—Advance Report
for "Publishers' Weekly"

By Waldon Fawcett

Latest Government Census of the Total Production of Books and Pamphlets
in the United States

CHARACTER	NUMBER OF COPIES			
	1914	1919	1921	1923
Fiction	39,598,501	24,317,643	21,632,483	30,014,162
Juvenile	16,399,881	24,434,912	30,773,228	49,679,895
General Literature (New Classification in 1923)				61,915,885
Poetry and drama	1,926,892	2,682,568	2,229,005	2,985,271
History	2,458,912	6,280,483	1,404,860	6,457,303
Religion and theology ...	24,411,502	36,496,230	30,626,056	48,193,861
Education	51,069,521	75,075,335	164,648,606	96,479,723
Law	1,701,602	2,254,861	2,295,034	3,662,777
All others	37,599,887	80,526,784	72,341,330	60,002,141
Total	175,166,698	252,068,816	325,950,602	359,391,018

SHARP increases in the output of books of fiction, juveniles, and works on religion and theology, constitute the most impressive features of an inventory of production in the calendar year 1923 which has just been completed at the U. S. Census Bureau. When the Census Bureau made public, a few months ago, the preliminary figures on Printing and Publishing from the Manufacturers' Census of 1923 it was obliged to omit what is, from the standpoint of the book-trade, the most interesting element in the statistics, viz., the tabulation of the production of new books by character of publication.

It was only at the beginning of May that the analysis of book output was completed in manuscript form. Printed copies of the complete sectional report on the printing and publishing industry will probably not be available before July 1, but the *Publishers' Weekly* has been enabled to obtain, in advance, tables showing the number of copies of books issued, by subject classifications and a comparison of these figures with records of output at the intervals of previous censuses, namely 1921, 1919, and 1914.

Just here, it may be noted that the matter of policy in book classification has been

a burning issue in each successive Manufacturers' Census and the 1923 project was no exception in this respect. The Census Bureau is under constant pressure to change its book classifications and receives great numbers of suggestions for rearrangements. Many of the changes requested are manifestly impracticable, but in making up the printing and publishing schedule for the 1921 census, the officials decided to increase the book classifications from eight to ten. Accordingly there were added "General Literature" and "Sociology and Economics." When it came to compilation and publication of results, however, segregation of these subjects was not carried out. Consequently the 1921 published report shows the standard eight classifications that had been listed in previous enumerations.

The 1923 schedule carried the expanded classification as did the 1921 blank. But this year the plan is to make partial use of the separation and to publish the separate figures for one of the added classes, general literature, omitting sociology. It is obvious that due allowance must be made for this in comparing the 1923 apportionment with the smaller number of separations of previous years. That is to say, the apparent decrease in the output of books listed as "all others" is explained by the withdrawal of the books placed in the "general literature" classification. The "all other" total includes, however, the production of books on sociology and economics, even tho these were returned separately by publishers in their reports to the Census.

Slump In Educational Books

The total number of books and pamphlets published in 1923 was 359,391,018, a 10% increase over 1921. Education is the one classification that shows a sharp slump in production in the latest period and furnished, in 1923, only 26.8 per cent of the total output, whereas in 1921 educational works formed more than 50 per cent of the total output and in 1919 and likewise in 1914 the educational contribution was above 29 per cent of the total.

Fiction is shown as working back to pre-war proportions, but is still unexpectedly below 1914. The output of copies in 1923 was 30,014,162 volumes. This is to be

set over against a 1914 aggregate of 39,598,501. For the 1923 analysis we have fiction contributing 8.4 per cent of the total. In 1921 it was 6.6 per cent; in 1919 it was 9.6 per cent and in 1914 it was 22.6 per cent. It might have been expected that the greatly increased sales of reprint fiction would have tipped this the other way.

General literature, which appears as a separate classification for the first time, is credited with 61,915,885 volumes or 17.2 per cent of the total. There is evidence at the Census Bureau that some of the publishing houses reporting found some difficulty in determining just what titles they should include in "general literature," but errors of judgment in this quarter are not serious inasmuch as items withheld from general literature will almost inevitably find their way into "all other."

Increase In History and Juvenile Books

History was, in 1923, at the peak of production. The proportion of history in the total book output in 1923 did not, however, equal the 1919 record. It was 1.8 per cent in 1923 as against 2.5 per cent in 1919. In 1921 history had but four-tenths of one per cent of the total and in 1924 it was 1.4 per cent.

Juveniles not only showed a most notable increase of production in 1923 but continued to maintain an all but unique record among the classes of literature, — namely one of steady and uninterrupted progression from census period to census period. An even more interesting fact in connection with juveniles is that after remaining for seven years almost stationary in the proportion of total book output, juveniles have, in this latest inventory, shot sharply ahead. In 1914 juveniles made up 9.4 per cent of the total book production. In 1919 the ratio was 9.7 per cent. The year 1921 brought it back to 9.4 per cent. The year 1923 sends it to 13.8 per cent.

Law books show their most pronounced rate of increase during the last census period. To be sure, this class constituted in 1923 just 1 per cent of the total which was precisely what it did in 1914. However, the 1923 output ran up to 3,662,777 volumes in contrast to 1,701,602 in 1914. Poetry and drama does not do much more

than hold its own in numerical count and does not do even that in maintaining its proportion of the total output.

The religion and theology group which showed in 1921 a recession from the 1919 record is revealed in 1923 as not only having recovered all lost ground but as having attained a new high point for production in any single year. Religion and theology made up, in 1923, 13.4 per cent of the total book output. This proportion is not so favorable as the 14.5 per cent attained in 1919 but it contrasts creditably with the 9.4 per cent in 1921 and breaks about even with 13.9 per cent in 1914.

"All other" the catch-all classification for books that do not fall into any of the established groups is difficult to estimate because of the fact, previously

noted, that a "general literature" classification has been injected which draws most heavily from this class. "All other" in 1923 totaled 60,002,141 volumes, which may be translated as 16.7 per cent of the total. In 1921 this classification made up 22.2 per cent of the whole; in 1919 31.9 per cent of the total; and in 1914, 21.5 per cent.

Census officials state that as soon as the book-trade has had an opportunity to study the latest tabulation it will be glad to receive suggestions for changes, additions or modifications in the scheme of classification to be followed in the next census. The general policy is to condense census questionnaires in the interest of prompt returns and speedy tabulation, but it is not the desire to omit any separation of information that the trade would find useful.

A Bookselling Traveler in the Orient

How Harry M. Snyder Does it!

By George T. Bye

IT is one thing when the doorman at the Grand Palace Hotel in Pittsburgh, for example, says "Goodbye, Mr. Hanks," with a smart salute, after Mr. Hanks, the traveling salesman, has had smiling benisons from most of the hotel employees from the pal-like assistant manager down to Shorty, the bell hop.

Traveling salesmen enjoy, as a peculiar perquisite, this fame in hotel lobbies along their routes; but it is quite another thing when a hotel attendant recognizes you at the dock in Honolulu; the assistant manager of a Manila hotel drops his pen to carry the baggage of Mr. Snyder; and hotel clerks in Tokio and Shanghai and other Oriental towns greet you before you register and say, "Would you like the same room, Mr. Snyder?"

Mr. Snyder—Harry M. Snyder, of 2 West 45th Street, New York City—spends six months of every year traveling



from one Oriental metropolis to another, and like all professional long distance travelers he has adopted the genial habit of asking for the same room and the same attendants in each hotel. Since 1919 the same table boy has waited upon Mr. Snyder both in Manila and

Tokio; and the obsequious clerk of the Manila hotel was a former porter whom Mr. Snyder befriended several years ago by including with his tip a small American dictionary, from which the ambitious young Filipino learned English and won himself an executive job.

That dictionary was from Mr. Snyder's stock of samples, and no doubt the philanthropy caused publicity that brought about the heavy sale of similar dictionaries thru the Philippines.

And what publishing house does Mr. Snyder represent as Oriental drummer? Nearly all of the larger American firms.

Along in May his sample trunks are

packed in New York with single samples of every American book for which he thinks there is a worth-while market in the Orient. He has eight big sample trunks, especially built.

Six years ago when he was sales manager for Dodd, Mead & Company, Mr. Snyder was inspired with the idea that the Orient was totally neglected by the American book-trade. The entire Orient really was served with American books thru San Francisco bookshops, and then only accidentally, on chance orders.

He believed there would not be enough business to justify a selling trip for one publishing house, and, with a holiday cruise in one corner of his head and a real desire to try out his idea in the other, he proposed the venture to Putnams, Scribners, Doubleday, Houghton, eight or ten of the larger publishers, and each and everyone, with a geniality peculiar to the publishing business, said "Go to it!" (Perhaps the phraseology used was more erudite.)

On his first trip he could have sold his samples in every city in which he called on booksellers. None of the Oriental hotels has sample rooms, and it was a new idea over there to call at an hotel to look over a line of goods. The storekeepers thought they were buying the samples when they placed orders for all of the books shown, and in several cases they sent their porters to fetch Mr. Snyder's trunks to their stores.

Now they know American ways, and he knows their wants. In many cases he has authority to make purchases of new books appearing during the six months of the year he spends in New York. As a rule the Oriental bookshops exhibit latest American works about the same time, or not long after, the books are out in the United States. Mr. Snyder takes many new fall books with him when he leaves in June, and cabled orders enable publishers to make shipments a few weeks ahead of American distribution.

John Galsworthy's latest novel, "The White Monkey," for sale in the United States on October 24, was being examined

on Honolulu bookshelves by the public on the same date.

"The first thought is, of course, that it is the buying by American and English readers in the Orient that constitutes my trade," said Mr. Snyder. "Even publishers have found it hard to believe that of the large stocks of books in the English language that I have shipped to the Orient, most of them go into the libraries of Japanese, Chinese, Filipinos and Hawaiians, all eager students and all keen for the latest western thought.

"The demand in the Orient is for serious books. I take with me few novels. My trade has grown yearly, and not even the great earthquake has hindered my business this year. The civil war in China did prevent my getting to Peking this fall, and it's hard to believe that two Peking booksellers made the precarious journey of 1,000 miles to Shanghai to see me there and give me orders.

"Japan is a heavy buyer of books from England. The orders are placed direct with London, as none of the English publishers has a traveling representative in the Far East. The smaller size cheap editions of England cost less than American, and for this reason Zane Grey, George Barr McCutcheon, James Oliver Curwood and other American authors have a wide sale in the Orient under the imprint of London publishing houses."

The bulk of Mr. Snyder's trade is with Japan, and about ninety per cent of that with Japanese bookshops and department stores. There are only two non-Japanese booksellers in the Nipponese Empire, a Methodist book concern in Tokio and an English drug store in Kobe.

Another matter in Mr. Snyder's experience as a traveling salesman is different from the usual procedure—his wife goes along on his selling trips.

Mah Jong was one of the discoveries of Mr. Snyder on his first trip to the Orient, and he introduced the game to American publishing houses, and has written one of the textbooks. It is still a highly contentious matter who introduced the game to this country.



Air Mail News from the Convention

First Reports from Chicago Are Most Enthusiastic

THE prophecy of the Middle West that the Booksellers' Convention would be bigger than ever if it were more accessible to Western booksellers seems to have been fulfilled. First reports from the Convention are that the Chicago Convention has broken the records for attendance and that the Drake Hotel, right on the shore of Lake Michigan, provides the most luxurious quarters that Convention delegates have ever had.

The Booksellers' Convention has as its guests this year Basil Blackwell of Oxford, one of the best known of English booksellers, A. H. Jarvis of Ottawa, president of the Canadian Booksellers' and Stationers' Association, Grace Tremere, executive secretary of the Association of Canadian Bookmen, the recently formed organization of Canadian book publishers. The Convention extended an enthusiastic reception to these guests. Ellis Meyers, the new executive secretary of the American Booksellers' Association, was also enthusiastically received.

The Women's National Booksellers' Association presented Walter McKee, president of the American Booksellers' Association, with a gavel. The National Association of Book Publishers had some time previous to the Convention announced a contest to determine what "More and Better Bookselling" means, and booksellers were urged to take part. The first prize of \$50 for the best article on "Practical Ideas for More and Better Bookselling in My Store" was awarded to A. H. Jarvis of Ottawa; the second prize of \$25 was awarded to Mrs. Lulu S. Teeter of the Morris Sanford Company of Cedar Rapids, Iowa; and the third prize of \$10 to Charles L. Pollard of Topeka, Kansas.

The Board of Trade presented to the Convention some very constructive measures which it urged the Convention to accept. The most interesting of these is the suggestion for a cooperative enclosure house, a plan which is described in detail



on later pages of this issue of the *Publishers' Weekly*. This plan was heartily approved if one hundred agree to extend membership to second hand and religious bookshops. The Board of Trade also urged the Convention to endorse a campaign for sending books by telegraph. Further emphasis on the need of training for the profession of bookselling was strongly recommended. The matter of revision of the code of trade ethics was taken up in detail, and the question of adequate compensation for bookselling was discussed. The publishers were urged by the Convention to adopt a flat 40 per cent discount with 36 per cent on pick-ups.

The exhibit of the Year Round Bookselling Committee was, if possible, even more interesting and complete than usual, and Marion Humble's report on the work was enthusiastically received.

The College Bookstore Association, which is meeting at the same time as the American Booksellers' Association, opened its sessions with a most interesting address by Dean Wilkins of the University of Chicago. Frederic G. Melcher awarded the Honorary Fellowships to the three members of the American Booksellers' Association who have been chosen by their fellows for the honor this year. These were Marion Dodd of the Hampshire Bookshop of Northampton, Mass., John Loos of Brentano's, Chicago, and E. Byrne Hackett of the Brick Row Book Shops of New Haven, Princeton and New York. Miss Dodd is the first woman to be elected an Honorary Fellow. She unfortunately was unable to receive her certificate in person, as she is sailing so soon for a summer abroad that she could not attend the Convention this year.

Walter McKee has been re-elected president of the A. B. A. for next year. Hulings Brown, Stanley G. Remington and Anna Morris, were elected vice presidents, Harry Korner, secretary, and John Kidd, treasurer. The next Convention will be held in St. Louis.

The New Exhibit of Good Book-Making

THE American Institute of Graphic Arts announces its Selection of Fifty Books of 1925. The public exhibition will be from May 15th to June 13th at the Grolier Club at 47 East Sixtieth Street, New York, of the fifty books selected by the jury of the American Institute of Graphic Arts, selected as representing the best-made books for the year from May, 1924, to April, 1925. This is the third year that this selection has been made, and, after the first showing in New York, the books go on tour thruout the United States, thus giving a strong new impulse to the interest in fine printing.

The Institute gave a special private opening on May 14th, when speeches were made by members of the jury and the medal of the Institute was presented to Carl Purington Rollins, director of typography for Yale University, for having had the most outstanding showing for the year. A book designed by Mr. Rollins entitled "Anchors of Tradition" by Caroline Hazard, published by the Yale University Press at \$3, was the book selected as being the best book of the year, and there were five other books of Mr. Rollins's planning in the exhibit, four of which were Yale University Press books and one privately printed entitled "Rasselas in the New World" by Chauncey Brewster Tinker.

In connection with the exhibit in New York, there will be shown a collection of best French illustrated books, which will show the state of book manufacture in Paris.

The list of the fifty books selected from nearly two hundred sent in for consideration is given herewith. Many booksellers in the past years have found this list of value in interesting customers who are collectors of fine printing or who may be interested in books from that point of view.

It is interesting to notice that the biography of Barrett Wendell by M. A. De Wolfe Howe, which received the Pulitzer Prize for its literary qualities, is given a place here for its beauty of manufacture. Among other books that have been currently shown in the bookshops are "Iron

Men and Wooden Ships" from Doubleday with the fine woodcut illustrations by Edward A. Wilson; "The Masters of Modern Art" by Walter Pach, published by Huebsch; "The Appreciation of Art" by Eugen Neuhaus, published by Ginn; an attractive monograph of Gaston Lachaise by A. E. Gallatin, published by Dutton; and "Figures of the Passion of Our Lord" by Gabriel Miro, featured by Knopf during the Lenten season. Among others included from Knopf are special editions of Morley's "Edmund Burke," "The Kasidah of Haji Abdu El-Yezdi," and Machen's "Ornaments in Jade." "Henry Thoreau" by Leon Bazalgette, published by Harcourt is included, and the University of Chicago Press is represented by one of its very attractive 12mos, "Some Contemporary Americans" by Percy H. Boynton, with typographical arrangement by Kittredge. Both Harvard and Yale University Press were represented by books of folk songs: "Folk Songs of the South" by John Harrington Cox, published by Harvard, and "Folk Songs of French Canada" by Marius Barbeau and Edward Sapir published by Yale. Rockwell Kent's "Voyaging" is a book of wide popular interest that has been approved for its careful tie-up between text and illustrations.

The genius of Updike and of Rogers, of course, shows thru in many books. Of Updike's books there is his own volume of essays called "In the Day's Work," published by Harvard University Press and exhibited in the large paper edition, altho available in the trade edition; also his "South Country Studies" by Ester B. Carpenter, privately printed; also "Gaston Lachaise," published by Dutton, and "Inveni Portam," published by the Rowfant Club of Cleveland, a remarkable example of consistent typography and, in some ways more brilliant in special technique than any book in the exhibit. "A Dissertation on Typographical Foundries" by Edward Rowe Mores, privately printed for the Grolier Club.

Bruce Rogers is responsible for an outstanding volume in "The Portraits of In-

crease Mather" by Kenneth B. Murdock, privately printed, and is responsible in his work at the Rudge Press for "The Construction of Roman Letters" by Albert Dürer from Dunster House Bookshop; Morley's "Burke," issued by Knopf; "A Guide to the Arts of the Book" from the Metropolitan Museum of Art; and the catalog of the Morgan Library sold at ten cents at the New York Public Library; also Barrie's "George Meredith" and Field's "The Symbol and the Saint," for trade

sale from the William E. Rudge Press.

California printers including John Henry Nash, The Grabhorn Press and Taylor & Taylor are well represented, also the Pynson Printers of New York, who did, among other things, Harper's little book on Falstaff.

The care with which the exhibit was arranged and the encouragement given to lectures on fine printing thru slides, catalogs, etc., makes this a traveling exhibit of increasing importance.

Check-List of the "Fifty Books of 1925"

Selected by the American Institute of Graphic Arts for Their Excellence of Design and Bookmaking

(Listed by Publishers, Alphabetically)

ATLANTIC MONTHLY PRESS

1. "Barrett Wendell and His Letters," by M. A. DeWolfe Howe. Illustrated. \$4.50

BOOK CLUB OF CALIFORNIA, San Francisco

2. "Aldus Pius Manutius." An Essay by Theodore L. DeVinne. Illustrated. 250 for members only. Grabhorn Press, San Francisco.
3. "The Letter of Christopher Columbus." Illustrated. 250 for members only. Grabhorn Press, San Francisco.

CLEVELAND MUSEUM OF ART

4. "Catalogue of the Severance Collection of Arms and Armor." 300 for presentation. Artcraft Printing Company, Cleveland.

DOUBLEDAY, PAGE & Co.

5. "Iron Men and Wooden Ships." Woodcut illustrations by Edward A. Wilson, some in color. \$7.50. Country Life Press.
6. "Portraits of Ten Country Houses" by Delano & Aldrich. Illustrated. \$15.00. Country Life Press.

DUNSTER HOUSE BOOKSHOP, Cambridge

7. "The Construction of Roman Letters," by Albert Dürer. Illustrated. \$4.00. 350 for sale. Bruce Rogers, William Edwin Rudge, Mt. Vernon, N. Y.

E. P. DUTTON & Co.

8. "Gaston Lachaise," by A. E. Gallatin. Illustrated. \$10.00. 400 for sale. D. B. Updike, The Merrymount Press, Boston.

GINN & COMPANY, Boston

9. "The Appreciation of Art," by Eugen Neuhaus. Illustrated. \$3.00. The Athenaeum Press, Cambridge.

GROLIER CLUB, New York

10. "Three Essays," by Augustine Birrell. 250 for members only. Frederic and Bertha Goudy, The Village Press, Marlborough.
11. "A Dissertation on Typographical Foundries," by Edward Rowe Mores. Illustrated. 250 for members only. D. B. Updike, The Merrymount Press, Boston.

HARCOURT, BRACE & CO.

12. "Henry Thoreau," by Leon Bazalgette. \$2.50.

HARPER & BROTHERS

13. "Original Letters, Etc. of Sir John Falstaff." A type-reprint of the 1796 edition. \$7.50. Pynson Printers, New York.

HARVARD UNIVERSITY PRESS

14. "In the Day's Work," by Daniel Berkeley Updike. Illustrated. \$7.50. 200 for sale. The Merrymount Press, Boston.
 15. "Bibliographical Essays. A Tribute to Wilberforce Eames." Illustrated. \$15.00. 100 for sale. Harvard University Press.
 16. "Folk Songs of the South," by John Harrington Cox. \$5.00. Harvard University Press.

HOUGHTON MIFFLIN CO.

17. "Letters of the American Revolution." Edited by Margaret Wheeler Willard. \$7.50. 1000 for sale. Riverside Press.

B. W. HUEBSCH, INC.

18. "The Masters of Modern Art," by Walter Pach. Illustrated. \$3.50.

DARD HUNTER, Chillicothe, Ohio

19. "The Literature of Papermaking, 1390-1800." Illustrated. \$30.00. 190 for sale. The author, Mr. Hunter, is also the designer and founder of the type, maker of the paper, and printer of the book. This is the fourth book from his private press.

HENRY E. HUNTINGTON LIBRARY, San Marino, Cal.

20. "Documents relating to New Netherland, 1624-1626." Illustrated. \$50.00. 250 for sale. Taylor & Taylor, San Francisco.

MITCHELL KENNERLEY, New York

21. "Introduction to Moby Dick," by A. S. W. Rosenbach. 250 for presentation. John Henry Nash, San Francisco.

ALFRED A. KNOPF, INC., New York

22. "A Book of American Trademarks," by Joseph Sinel. Illustrated. \$7.50. 2000 for sale. Pynson Printers, New York.
 23. "Edmund Burke," by John Morley. \$10.00. 700 for sale. Bruce Rogers, William Edwin Rudge, Mt. Vernon.
 24. "The Kasidah of Haji Abdu El-Yezdi," by Sir Richard F. Burton. Woodcut illustrations by Wilfred Jones. \$6.00. 2000 for sale. Pynson Printers, New York.
 25. "Figures of the Passion of Our Lord," by Gabriel Miro. \$3.50.
 26. "Ornaments in Jade," by Arthur Machen. \$10.00. 1000 for sale. T. M. Cleland, Pynson Printers, New York.

WILLIAM GWINN MATHER LIBRARY, Cleveland

27. "The Portraits of Increase Mather," by Kenneth B. Murdock. Illustrated. 250 for private distribution. Bruce Rogers, Harvard University Press.

METROPOLITAN MUSEUM OF ART, New York

28. "A Handbook of the American Wing." Illustrated. \$1.00. Gilliss Press, New York.
 29. "A Guide to an Exhibition of the Arts of the Book," by W. M. Ivins. \$1.00. Bruce Rogers, William Edwin Rudge, Mt. Vernon.

PIERPONT MORGAN LIBRARY, New York

30. "Catalogue of an Exhibition of Manuscripts." 10 cents. 2000 for sale. Bruce Rogers, William Edwin Rudge, Mt. Vernon.

PRINCETON UNIVERSITY PRESS

31. "The Dogma of Evolution," by Louis Trenchard More. \$4.00.
32. "Reminiscences of Newell Sill Jenkins." 40 for presentation.
33. "American Democracy Today," by William Starr Myers. \$1.75.
34. "Handbook of Style of the Princeton University Press." \$1.00.

G. P. PUTNAM'S SONS

35. "Voyaging Southward from the Strait of Magellan," by Rockwell Kent. Illustrated. \$7.50. Knickerbocker Press.

PYNSON PRINTERS, INC., New York.

36. "Plantin's Index Characterum of 1567." A facsimile reprint, with an introduction by Douglas McMurtrie. \$6.00. 300 for sale.

CARL PURINGTON ROLLINS, New Haven

37. "Rasselas in the New World," by Chauncey Brewster Tinker. 75 for presentation. Yale University Press.

ROWFANT CLUB, Cleveland

38. "Inveni Portam: Joseph Conrad," by R. B. Cunninghame Graham. 157 for members only. D. B. Updike, The Merrymount Press.

WILLIAM EDWIN RUDGE, INC., New York.

39. "George Meredith," by J. M. Barrie. \$2.00. 500 for sale. Bruce Rogers.
40. "The Symbol and the Saint," by Eugene Field. \$3.50. 300 for sale. Bruce Rogers. (This is the trade edition. A previous edition, 230 for presentation, on handmade paper were privately printed for George A. Nelson, from the same type.)

RUTGERS COLLEGE, New Brunswick

41. "History of Rutgers College, 1766-1924." By William H. S. Demarest. \$5.00. Princeton University Press.

RUSSELL SAGE FOUNDATION, New York

42. "Employees' Representation in Steel Works," by Ben M. Selekman. \$1.50. Wm. F. Fell Co., Philadelphia.

CHARLES SCRIBNER'S SONS.

43. "The Time Machine and Other Stories," by H. G. Wells. Being volume one of The Atlantic Edition. 28 volumes, \$8.50 each. 1000 sets for sale. Scribner Press.

UNIVERSITY OF CHICAGO PRESS

44. "Some Contemporary Americans," by Percy H. Boynton. \$2.00. Wm. A. Kittredge, University of Chicago Press.

D. B. UPDIKE, The Merrymount Press, Boston

45. "South Country Studies (Rhode Island and Narragansett)" by Ester Bernon Carpenter. For the subscribers.

YALE UNIVERSITY PRESS, New Haven

46. "Poems," by Charles Miner Lewis. \$1.50.
47. "The Colonial Background of the American Revolution," by Charles M. Andrews. \$2.50.
48. "Folk Songs of French Canada," by Marius Barbeau and Edw. Sapir. \$4.00.
49. "The Early Domestic Architecture of Connecticut," by J. Frederick Kelly. Illustrated. \$15.00.
50. "Anchors of Tradition (Colonial New England and Narragansett)" by Caroline Hazard. \$3.00.

THE Publishers' Weekly

The American BOOK TRADE JOURNAL

Founded by F. Leyboldt

EDITORS

R. R. BOWKER

F. G. MELCHER

May 16, 1925

I HOLD every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto.

—BACON.

How Many Books Do We Print?

THE government census of American industries, made every two years, is not available till some months thereafter, as the tabulations take much time, and, with the 1925 census now under way, the 1923 figures for many industries are only now fully tabulated. Thru the courtesy of the census office, the Washington correspondent of the *Publishers' Weekly* has been permitted to copy off figures printed in this number, which will be available in a government pamphlet about July 1st.

It will be noticed that the total output of books and pamphlets has just doubled in nine years. It would be of more interest to the book-trade if books and pamphlets could be separated in the census, as interpretation of what is a pamphlet is very flexible. The books certainly must constitute less than half of the 359,000,000. The statistics are gathered from all offices where printing and publishing is done, and the data asked for is that which covers manufacturing output during the calendar year, the law making it obligatory for every manufacturer to furnish census data. In the classifying of books, there must naturally be some allowance for error, as publishers would not always follow the same lines.

Those who study book-trade matters will be surprised to see that there is less fiction sold than nine years ago. That there are fewer fiction titles we already know, but the tremendous increase in the sale of popular reprints would seem to indicate that the total quantity of production would

be maintained. It may be, however, that the falling off in the sale of paper-covered novels has something to do with this total.

The figures on juveniles show that the total now is three times what it was nine years ago and this figure is 60% more than that of fiction. This seems to give indication that there has been extraordinary development in the interest in children's reading and that the great new outlets developed by the department stores have added to the large quantities being consumed thru the regular outlets.

The figures for history seem to go large and small in each alternate census. A possible explanation of this, might be that, in 1919, we were still producing a great many war books, in 1921 there was a slump from this, and in 1923 there was a great interest in general history, backed by the phenomenal sale of Wells's "Outline."

Religion and theology have doubled in sale in nine years. Books on education have doubled, but show a surprising falling off from two years ago. It might be that the great after-the-war readjustment in schools in providing new textbooks was responsible for the last increase in the year 1921. The real significance of the figures is that the total consumption of such printed matter has doubled in nine years. It means that the machinery has of necessity increased, and the need for further perfection of machinery is still with us, if we are to keep up the growth.

How Is Trade?

COMMENTING on the general state of trade, the National City Bank, in its May 1st summaries, states:

"In all lines buying is closely confined to immediate needs, and this has been the rule for so long that it has become practically an assurance that stocks in dealers' and consumers' hands are light, and that buying must be continuous unless consumption declines."

There is no reason to think that consumption will decline below the present level. It is not as high as it might be, and any change should be in the direction of an increase, but there is nothing in sight to cause a decrease.

Newspapers have been giving considerable space to the discussion of the campaign

of economy as started in Washington, and many business men have said that the present curtailing of retail purchases in various lines is due to the psychological effect of much talking about economy. The business men seem to be willing to praise President Coolidge for economizing in government expense, but dislike any suggestion that economy be carried further than in the government budgets.

Important Copyright Opinion

THE following opinion of section 41 of the Perkins Bill has been issued by E. J. MacGillivray, counsel of the Incorporated Society of Authors, Playwrights and Composers, London. Mr. MacGillivray is the most eminent English authority on copyright.

"The most serious defect in the bill is the omission to make provision which would enable a British author to assign or license his American copyright to an American publisher on terms which will enable such publisher to enjoy an exclusive market. In the case of the work of an American citizen, it is provided by clause 41 that authorized foreign reprints, if imported for sale or hire, may be excluded at the American Customs if (1) the agreement authorizing the reprint stipulates that it shall not be imported into America; (2) the said agreement is recorded in the copyright office at Washington; and (3) the Secretary to the Treasury and Postmaster-General have been notified. In the case of the work of a British author there is no authority to prohibit the importation of copies other than 'piratical copies.' The meaning of 'piratical' is not defined, but presumably it indicates copies made without the authority of the owner of the copyright in the country where such copies are made or made in a country where the work is not protected by copyright.

"The Bill, therefore, does not protect an American assignee or licensee of a British author's work from the importation from England or elsewhere of copies which have been lawfully made with the authority of the owner of the copyright in the country of their manufacture.

"In my opinion the prohibition against importation should be much wider even than that contained in clause 41 as regards the works of American citizens. For

the works of all authors and for all classes of works there should be an absolute right to the owner of the copyright in the United States to prohibit the importation of any copy of the work not authorized by him to be imported. An owner of copyright ought to have an absolute right to produce and sell the work how and when he pleases within his own territory. It is only by the recognition of this right that the author can get the best price for his property, and the result, of course, is not to starve the public, but in the long run to give the public a much better supply of literature than they would otherwise have. There seems, however, to be no objection to making an exception as in the present American Act which would permit the importation of single copies from abroad for private use or for the use of certain specified libraries."

The Function of the Critic

A NEW YORK producer has called for the suppression of the dramatic critics claiming that they "do enormous harm" and that "the public no longer pay the slightest attention to them." The reply of the *New York Times* has many parallels with the situation of the book critics.

"The subject of critics is one upon which there is no little confusion of thought. It may be doubted whether many realize fully that the so-called dramatic critics are not primarily critics at all, but only reporters. When a play is produced the newspaper reader wants to know what sort of a thing it is. The names of author and actors tell him much, and the theme involved tells him more. But the final decision rests on something beyond these matters of fact. He must know how one and all have acquitted themselves. There the critical function comes in. What the reader wants to know is how the play would appeal to him personally. From the news point of view, the ideal dramatic reporter would say all things to all men. That is, of course, impossible. However the reporter may pluralize himself, his reactions remain those of the first person singular. So readers learn to follow the man whose preferences most nearly agree with their own, or whose record of passing events seems most vivid, complete and fair-minded."

Interpretation of Records

Tenth Lecture in New York Bookselling Course

"INTERPRETATION of Records" was the subject of the tenth lecture in the Retail Bookselling Course at the College of the City of New York. It was delivered by Cedric Crowell and tho the subject would seem uninteresting it was, like both of Mr. Crowell's preceding lectures, full of interest while keeping strictly to the point.

"A book should be routed from the time it comes to the seller until it goes into the hands of the customer and collection has been made," were Mr. Crowell's opening words. The process of ordering, stocking and selling a book was then followed thru.

Before you order, get the hard facts about discount, terms, cash discount, etc. If at all possible give a written order and keep a duplicate on file so as to insure purchasing within your allowance, as well as receipt of the books you ordered. If you are purchasing from an out of town house, don't ask to have the goods shipped the easiest way, which is generally the most expensive, but specify the routing. If your order is small, and from various publishers, place it with an enclosure house which will fill the order and ship the goods to you in one parcel.

The stock will arrive before or after the bill or with the bill attached. If before, be sure to keep the books off the shelves until the bill arrives and the receipts have been checked against the written order. For future reference give bills a register number to enter in register books. Numbering should start from the numeral one, at the beginning of each month. If the order and receipts agree, mark the books to identify age, cost price, selling price and registry number. Probably the simplest form is to use A to represent the first year in business, B the second, C the third, and so on. A small numeral placed to the right and a bit above the letter will indicate the month. Thus, a book marked A²/36 \$2.00 was bought in the first year of business, the second month, or February; its registry number is 36 and its selling price is \$2.00. If you wish to in-

clude the cost price a cipher word is necessary. One most frequently used is Trade Quick. Each letter represents a number in the following order:

TRADE QUICK

1 2 3 4 5 6 7 8 9 0

Thus: RTK represents \$2.10.

There are three methods of sale: cash, charge and C. O. D. In making cash sales beware of short-change artists. Be sure, with charge accounts, that you have the customer's full address and that you record sales immediately rather than trust to memory. For C. O. D. sales record the title of the book, where it's going and its price. Be sure parcels sent out are properly packed and if they are mailed, that they are insured.

"I cannot too strongly recommend the keeping of purchase and operation budgets," said Mr. Crowell. "Bookkeeping is as necessary to successful business as breathing is to life." Inventories on January first by cost price, selling price and age and on July first by age and selling price enable you to compare figures from year to year and anticipate losses and gains. Inventories of classified stock enable you to determine and compare the amount tied up in poetry, drama, etc.

Following are the two comparative table forms, the first for cost price and selling price; the second for classified stock:

1922		1923		1924	
S. P.	C. P.	S. P.	C. P.	S. P.	C. P.

	1922		1923		1924	
	C. P.	S. P.	C. P.	S. P.	C. P.	S. P.
Verse						
Drama						
Fiction						
Nature						

Proposed Booksellers' Clearing House

THE Board of Trade of the American Booksellers' Association appointed a special committee, with Ernest Eisele as chairman, to investigate the possibilities of having a cooperative clearing house along the lines that are in common use in all the European book centers. This committee sent the following questionnaire thruout the membership of the Association.

QUESTIONNAIRE RE HANDLING PUBLISHERS' ENCLOSURES

1. Are you using at present for your direct orders to New York and Boston Publishers, the services of a regular Enclosure House and to what extent?
Or the services of a Wholesale House?
2. Do you consider this service satisfactorily handled both in a financial way and as regards rapid delivery?
3. Have you an interest in maintaining and increasing your direct contact with Publishing Houses of Boston and New York?
4. Do you prefer or do you find it to your advantage to deal exclusively thru a Wholesale House?
5. Would you be willing to support a Co-operative Enclosure and Clearing House, a system practiced in foreign countries?
6. What objections do you have to such a plan?

The Committee to Plan for a Better and Cheaper Handling of Enclosures, appointed by the Board of Trade of the American Booksellers' Association, in order to obtain definite data, asks you to answer the questionnaire below and return it as promptly as possible.

We hope to be able, at the next Booksellers' Convention at Chicago, to present a feasible plan, which would be of decided interest to the trade.

Yours truly,
ERNEST EISELE,
Chairman.

The Board of Trade received so many favorable replies that it brought the matter to the attention of the National Association

of Book Publishers for comment and suggestion in the following letter addressed to Marion Humble, the executive secretary.

Dear Miss Humble:—

With reference to the conversation we had the other evening, I take pleasure in now giving you the information deduced from the questionnaire sent out regarding the proposed Co-operative Enclosure and Clearing House. You will find enclosed a copy of the questionnaire.

There have been sent out in all one hundred and forty-two copies of this circular, to which sixty-two answers have been received.

The first question, "Are you using at present for your direct orders to New York and Boston Publishers, the service of a regular Enclosure House and to what extent?", has been answered in the negative except by ten people and these ten people are using six different Enclosure Houses:—Kelly, Booker, Fenno, Universal Car-Loading, New York Packing and Forwarding House.

The second part of the first question, "Or the services of a Wholesale House?", has been answered in only three instances, both the American News Company and Baker and Taylor being mentioned.

Regarding question number two, the people who have been using the Enclosure Houses, seem to have been satisfied on the whole with the service received, altho in some cases this service is criticised as slow and expensive.

Question number three has been absolutely answered in the affirmative by the entire list of returns. "Have you an interest in maintaining and increasing your direct contact with the publishing houses of Boston and New York?"

Question number four, "Do you prefer or do you find it to your advantage to deal exclusively thru a Wholesale House?" has been answered by only four houses in the affirmative and these are small ones.

Question number five, "Would you be willing to support a co-operative Enclosure and Clearing House, a system prac-

ticed in foreign countries?" has been answered in the affirmative by forty-nine houses and in the negative by thirteen houses. Those answering the question negatively are scattered all over the country:—Amsterdam, New York - New Brunswick, New Jersey - Clarksburg, W. Virginia - Ceder Rapids, Iowa - Waterbury, Conn. - Stamford, Conn. - St. Paul, Minn. - Seattle, Washington - Syracuse, New York and Utica, New York.

A few of the department stores, having book departments, which have answered the questionnaire, advised that they have, of course, their New York offices here thru which their orders are attended to.

On the whole, from the answers received, we may conclude that the retail trade is very favorably disposed toward the scheme if it can be properly carried out.

The fundamental principles of the Clearing House are to be a simplification of the relations between booksellers and publishers and should work out to the benefit of both.

The functions of such Clearing House or Package Exchange are threefold:—

1. To simplify connections between the New York retailer and New York publisher.
2. To simplify connections between the out-of-town publisher and the New York retailer.
3. To simplify connections between the New York publisher and the retailer thruout the country.

The waste involved in the present way of doing business, which has been criticised in previous reports and which cannot be described here, has been clearly exposed in the *Publishers' Weekly* of February 2, 1918, and in communications received by the *Publishers' Weekly* and printed in the November 10, 1917, number.

No doubt the relations between the two branches of the trade can be simplified by cooperation in establishing a package exchange at a central point. It will solve quite a number of problems for the retailer by enabling him to concentrate direct orders for the publishers at one point and have them forwarded from there at the cheapest possible rate, thereby saving him some money. It will also enable him to receive all shorts or publications temporarily out

of stock with the publishers, without any delay at the moment the books are available again and so allow him to keep his stock very flexible.

In view of the fact that this Committee is going to present the results of this investigation to the American Booksellers' Convention to be held in Chicago in the month of May and of the interest the leading firms in the country have shown in the scheme, I would be glad to have you place the matter before your Board and have it consider the desirability of co-operating with the booksellers in this matter. The co-operation of the publishers is absolutely vital. A co-operative delivery scheme of the publishers will be the ultimate outcome of the creation of such a Clearing House, a factor much to the advantage of the publishing trade in general.

Very truly yours,

(Signed) ERNEST EISELE

Chairman, Committee on Enclosures.

The publishers appointed a special committee to look into the matter which consists of William Morrow of Frederick A. Stokes Company, Herbert S. Baker of Baker & Taylor Company and F. L. Reed of Grosset & Dunlap. The report of this committee is printed in the current bulletin of the National Association of Book Publishers, as follows:

"The Executive Committee of the Association appointed a special committee to consider the matter of a clearing-house for book shipments proposed by a committee of the American Booksellers' Association. This special committee consisted of Mr. William Morrow, Frederick A. Stokes Company; Mr Herbert S. Baker, Baker and Taylor; Mr. F. L. Reed, Grosset and Dunlap

"After conference with Ernest Eisele, chairman of the Booksellers' Committee, and careful consideration, Mr. Morrow's committee reported for the Executive Committee and a copy of this report has been sent to Mr. Eisele:

"The special committee appointed by the Executive Committee of the Association at its meeting of March 10 for the purpose of studying the matter of a proposed co-operative Enclosure and Clearing House advocated by a committee of the American Booksellers' Association, has given careful



PACKING AND SHIPPING AT THE BIG COOPERATIVE BOOK HANDLING BUILDING IN PARIS

study to the material furnished it by Mr. Eisele, Chairman of the special committee of the Booksellers' Association, has held an extended meeting at which Mr. Eisele was present and has listened to his arguments in favor of the proposed clearing house and has also held a second meeting at which the conclusions of the committee have been formulated.

"It is the conclusion of the committee that our Association should approve in principle of the proposed Enclosure and Clearing House for the reason that if such a clearing house can be instituted and operated in an effective manner with a sufficient number of booksellers making use of it, the advantages to publishers will be sufficient to offset and more than offset any additional expense and trouble that may be required in co-operating with the clearing house. The additional expense that might be incurred would be the cost of delivering to the clearing house packages of books which at present may be ordered sent by express direct from the publishers' shipping rooms. This expense would probably be small compared with the advantage and profit to the publishers of being in posi-

tion to fill orders for books delayed in manufacture and not ready for shipment until that period in the season at which booksellers so frequently send general cancellations of orders. The matter of additional trouble would lie in the work involved in arranging for deliveries before some definite hour of the various orders from booksellers who get their shipments thru the clearing house.

"Your committee does not recommend or wish to see the Association recommend that publishers take any direct share in the financing of the clearing house or that they be actively connected with the management of it.

"To express our conclusions differently, we feel that if a group of booksellers or if the members of the American Booksellers' Association have sufficient confidence in this clearing house plan to undertake the establishment and maintenance of such an institution, the members of the National Association of Book Publishers should show themselves interested in the efforts of the booksellers that are directed toward the prompter furnishing of books and shipment of them."

Obituary Notes



AMY LOWELL

AMY LOWELL

AMY LOWELL, poet, essayist, critic and biographer, died at the age of fifty on May 12th at her home in Brookline, Mass., after a paralytic stroke.

Miss Lowell was generally recognized as the chief exponent of vers libre, or as she called it in her latest published work, "cadenced verse." She was born in Brookline, Mass., in 1874, coming from distinguished New England stock, being a sister of Dr. A. Lawrence Lowell, president of Harvard University. Her education was gained thru tutoring, some private schooling and travel—travel which took her into almost every part of the world. She did not choose poetry as a career until she was twenty-eight, and then prepared patiently and persistently for eight years before she published her first poem. The volume of her output was then steady and varied. Her first book, "A Dome of Many-Coloured Glass," was published in 1912 and

was followed by "Sword Blades and Poppy Seed" in 1914; "Six French Poets," 1915; "Men, Women and Ghosts," 1916; "Tendencies In Modern American Poetry," 1917; "Legends," 1921; (with Florence Ayscough) "Fir Flower Tablets—Poems Translated from the Chinese," 1921; "A Critical Fable," 1922, and in February of this year by her monumental "John Keats," which, in the list of best sellers for this month wins sixth place.

One of her most admiring critics has said: "She has wielded a controversial cudgel with one hand, and, with the other she has written Chaucerian stanzas, polyphonic prose, monologs in her native New England dialect, irregular vers libre, conservative couplets, translations from the French, echoes from the Japanese, even primitive re-creations of Indian folk-lore."

In 1918, Miss Lowell was Phi Beta Kappa poet of Tufts College and was similarly honored by Columbia in 1920. She also received the degree of Litt. D., in 1920 from Baylor University. She delivered lecture courses at the Brooklyn Institute of Arts and Science, 1917-18, and was the Francis Bergen foundation lecturer at Yale in 1921 and Marshall Woods lecturer at Brown in the same year. It was in preparing for her lecture at Yale that Miss Lowell discovered that she either owned, or had access to, enough unknown Keats material to warrant the publication of a critical biography.

The last recognition of Miss Lowell's place in the American world of letters was the dinner of April 4th at the Hotel Somerset, Boston, when that town paid its respects to its poet by a banquet which the *Providence Journal* proclaimed "a great tribute to a great writer in a great town." Miss Lowell spoke briefly and read from her poems and it was at this time that she announced that a new book of poems, all of them about New England and titled "What's O'Clock?" would be published in the fall.

HERBERT QUICK

HERBERT QUICK, author and editor, died in Columbus, Mo. of heart disease, on May 10th. He was stricken after an address to students attending Journalism Week at the University. John Herbert Quick was born near Steamboat Rock,

Grundy County, Iowa, October 23rd, 1861. He was reared on a farm and attended country schools. On April 9th, 1890, he married Ella D. Corey of Syracuse, N. Y. He began life as a school teacher. He was admitted to the Iowa Bar in 1889, and practiced law in Sioux City until 1909. He was mayor of Sioux City. From 1909-1916 he was editor of *Farm and Fireside*, then was for three years on the Federal Farm Loan Bureau at Washington. On his resignation in June, 1919, President Wilson thanked him for organizing the board and initiating its exceedingly useful functions. In 1920, Mr. Quick was a colonel in the Red Cross, afterwards was chairman of the organization in charge of affairs in the Far East, and operated the closing of the Red Cross operations in Siberia. He wrote many articles on farm topics and politics. He was a contributor to the *Saturday Evening Post* and the *Country Gentleman*. He was the chronicler of Iowa, of a time when men battled with nature and created one of the richest states of the Union. Among his best known books are: "Fairylend of America," 1902; "Aladdin and Company," 1904; "Double Trouble," 1905; "Vandemark's Folly," 1922, and "The Hawkeye," 1923.

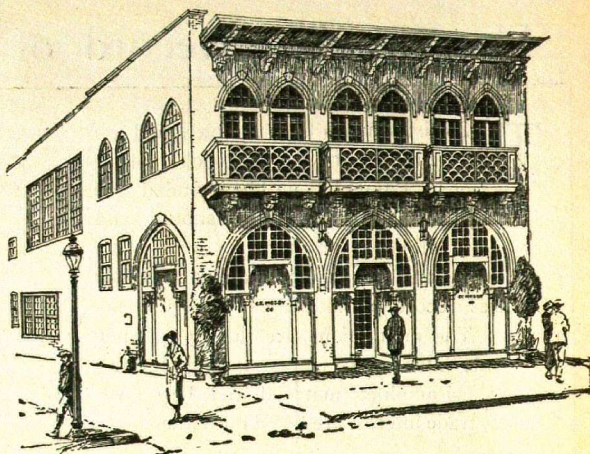
"LARRY" EVANS

"LARRY" EVANS, author of many popular tales of the west, died April 30th in Arizona, where he lost the fight against tuberculosis which he has been waging for nineteen years. He was buried in Bound Brook, N. J. His publisher, Eugene S. Fly, was with him in Tucson, Arizona, at the time of his death. Among his books are "Cassidy," "Then I'll Come Back to You," "Winner Takes All," "Mollie Moore" and "Satin Slipper."

Business Notes

PROVIDENCE, KY.—J. D. Elder has opened a bookshop and circulating library here.

GALLIPOLIS, O.—Albert L. Rathburn is about to start in the book and stationery business in this town.



New Home of the C. V. Mosby Company, St. Louis

THE C. V. Mosby Company, of St. Louis, has just moved to its handsome new home at 3616 Washington Boulevard, St. Louis. This is in the center of the medical section of St. Louis. The history of the Mosby organization is an interesting one. Less than twenty-five years old, it is to-day the only publisher of medical, dental, nursing, and allied books, west of Philadelphia. Its business extends to all parts of the world.

Himebaugh & Browne Take Temporary Quarters

IT has taken courage and energy successfully to conduct a bookstore on the highest rent district of Fifth Ave., and having proved their ability to do this, Himebaugh & Browne, whose quarters opposite the New York Public Library are being torn down, are determined not to relinquish this prestige. Rather than take a less conspicuous location they have moved for a year to the third and fourth floors of 450 Fifth Ave., which is almost opposite, in order to hold the business together until they can move back again to the old location in the new building there being constructed.

The temporary quarters are, very fortunately, extremely attractive, having been for many years the "Macbeth Gallery."

Mr. Browne has found that by staying where the big crowd passed, large turnover can be had, which justifies the rents.

The Weekly Record of New Publications

THIS list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.

Imprint date [or best available date, preferably copyright date, in bracket] is always stated, except when imprint date and copyright date agree and are of the current year, in which case only "c" is used. No ascertainable date is designated thus: [n.d.].

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q (4to: under 30 cm.); O (8vo: 25 cm.); D (12mo: 20 cm.); S (16mo: 17½ cm.); T (24mo: 15 cm.); sq., obl., nar., designate square, oblong, narrow.

Atack, F. W., ed.

Chemists' year book for 1925. 1165p. T c. N. Y., Chem. Catalog Co. \$6

Bachmann, Alberto

An encyclopedia of the violin; introd. by Eugene Ysaye, tr. by Frederick H. Martens; ed. by Albert E. Wier. 484p. (9p. bibl.) il. (pt. col.) O c. N. Y., Appleton \$5

A detailed work on the violin and all its related subjects.

Beck, Conrad

The microscope: pt. 2. An advanced handbook. 231p. diags. O '24 N. Y., Van Nostrand \$3

Beers, Lorna Doone

Prairie fires. 367p. D [c. '25] N. Y., Dutton \$2

A first novel about a young girl whose life amid the vast North Dakota wheatlands is shaped by a bitter economic struggle.

Bell, Elizabeth Turner

Fifty figure and character dances; 2 v. various p. il O '25 N. Y., A. S. Barnes & Co. \$8

Benjamin, Dr. Earl W.

Marketing poultry products; 2nd rev. ed. 330p. diags. O '25 N. Y., Wiley \$3.50

Berridge, William Arthur, and others

Purchasing power of the consumer; a statistical index. 343p. (bibl.) diags. O c. Chic., A. W. Shaw \$4

Three studies which won the J. Walter Thompson Co. prize awards for essays on "A Statistical Index of the Purchasing Power of Consumers in the United States."

Berry, Jean

Midian meditations; vignettes from the south of France. 78p. S c. N. Y., Putnam bds. \$1.50

A love story runs thru these prose poems, laid in the Midi, the old world section of southern France.

Brighthouse, Harold

Spring in Bloomsbury; a play in one act. 16p. O '24 Bost., L. Phillips apply

Brown, Hugh A. and Keener, Charles A.

Non-carrier radio-telephone transmission. 26p. il. O (Engin. experiment station bull. 145) '25 Urbana, Univ. of Ill. pap. 15c.

Boulestin, X. Marcel

A second helping, or, more dishes for American homes. 164p. front. (col.) D [n. d.] N. Y., Stokes \$1.75

An anthology of cookery delights from all over the world.

Brightman, Edgar Sheffield

Immortality in post-Kantian idealism. 66p. D (Ingersoll lecture, 1925) c. Cambridge, Mass., Harvard Univ. Press \$1

Bryant, Marguerite [Mrs. Philip W. Munn]

Mrs. Fuller. 284p. D c. N. Y., Duffield \$2

A tale of crime, mystery, double crossing and love.

Budge, Sir Ernest Alfred Wallis

Egypt. 256p. (2p. bibl.) front. S (Home univ. lib.) [c. '25] N. Y., Holt \$1

Bynner, Witter [Emmanuel Morgan, pseud.]

Young Harvard; first poems; foreword by Dr. Kuno Francke. 132p. D '25 c. '07, '25 N. Y., Knopf bds. \$2

A new edition of Witter Bynner's initial achievement.

Carey, Frank Stanton, and Proudman, J.

The elements of mechanics. 323p. diags. O (Modern mathematical ser.) '25 N. Y., Longmans \$3

Chemical Age, (The), (London)

The "Chemical Age" chemical dictionary: v. 1, Chemical terms. 158p. Q '24 N. Y., Van Nostrand \$4.50

Chisholm, George Goudie

Handbook of commercial geography; new ed., rev. 840p. (bibl. footnotes) maps (pt. col.) O '25 N. Y., Longmans \$7.50

Christopher, Melesina Seton

Life's little laughs. 152p. D '25 N. Y., Longmans bds. \$2

A collection of short essays on many subjects.

Buford, Marcus Bainbridge

History and genealogy of the Buford family in America; rev. and enl. ed. 512p. il. O '24 La Belle, Mo., M. B. Minter \$5

Clayes, Edith Martin

Pedigree [a play]. 32p. D '24 San Francisco, Sanborn, Vail & Co., 557 Market St. apply

Clancy, Eugene A.

Watched out. 255p. D (Chelsea House copyrights) '25 N. Y., Chelsea House 75c.

Clausing, Roth

The Roman colonate; the theories of its origin; introd. by Vladimir G. Simkhovitch. 333p. (sp. bibl.) O (Studies in hist., economics and public law, no. 260) c. N. Y., Longmans pap. \$3.50

Cohen, Octavus Roy

Bigger and blacker. 313p. D '25, c. '24, '25 Bost., Little, Brown \$2

The successes and mishaps of the Midnight Pictures Corporation, most of whose members have already been introduced by the author in his stories of the Birmingham negro section.

Coleman, Bessie Blackstone, and others

The pathway to reading; primer, il. by Maud and Miska Petersham. 126p. il. (col.) D [c. '25] N. Y., Silver, Burdett 68c.

The pathway to reading; first reader; il. by Eunice and John Stephenson. 126p. il. (col.) D [c. '25] N. Y., Silver, Burdett 68c.

Collins, Archie Frederick

The amateur photographer's handbook. 372p. il., diags. D [c. '25] N. Y., Crowell \$2.50

Complete explanation of everything connected with taking and developing pictures, including the latest developments in radio and telephonic transmission.

Cooke, Allan Worthington

Sacraments and society; a study of the origin and value of rites in religion. 243p. (bibl. footnotes) O [c. '24] Bost., Badger \$3

Cooley, E. M.

Las bagatelas; little trifles of verse. 55p. D [c. '24] Bost., Badger bds. \$2

Cooper, Lenna Frances

The new cookery; 9th ed. rev. 475p. il. O '24 Battle Creek, Mich., Modern Medicine Pub. Co. \$3

A book on vegetarian cooking.

Corvo, Frederic Baron

In His own image; introd. by Shane Leslie. 481p. D '25 N. Y., Knopf \$2.75

Stories of monks in the monasteries and orders of Italy by Frederick Rolfe or Baron Corvo as he styled himself—a Catholic writer of the latter half of the 19th century whose tales are a curious mixture of piety and ironic humor.

Crosby, Everett U., and others

Handbook of fire protection; 7th ed., rev. and enl. 928p. il S '24 N. Y., Van Nostrand fab. \$4

Darrow, Clarence Seward

Farmington [new ed.] 255p. D '25, c. '04-'25 N. Y., Liveright bds. \$2

A narrative of boyhood and reminiscence by the famous attorney who defended Leopold and Loeb.

De Witt, M. E.

Euphon English in America. 194p. (2p. bibl.) diags. D (Dent's modern lang. ser.) [n. d.] N. Y., Dutton \$1.20

A study of correct speaking with some individual records of pronunciation in phonetic printing.

Dickens, Charles

The mystery of Edwin Drood. 376p. front. T (World's classics, no. 263) '24 N. Y., Oxford 80c.

Dyboski, Roman

Outlines of Polish history. 283p. map. D '25 N. Y., Oxford \$2.50

Eaves, Lucile, and others

A legacy to wage-earning women; introd. by Richards M. Bradley. 135p. il. O (Studies in econ. relations of women, v. 12) c. Bost., Women's Educ. & Industrial Union \$1.25
"A survey of gainfully employed women of Brattleboro, Vermont, and of relief which they have received from the Thomas Thompson Trust during the past twenty years."

Edgerton, Edward I., and Carpenter, Perry A.

Intermediate algebra. 392p. front. (por.) diags. D [c. '25] Bost., Allyn & Bacon \$1.20

Erskine, John

Sonata, and other poems. 78p. D c. N. Y., Duffield \$1.25

Several of these poems have already appeared in *The Outlook*, *Scribner's*, *Harper's* and other magazines.

Farrer, William

Honors and Knights' fees; 2 v. 304p.; 484p. O '25 N. Y., Longmans \$7; \$9

An attempt to identify the component parts of certain honors and to trace the descent of the tenants of the same who held by knight's service from the eleventh to the fourteenth century in England.

Febvre, Lucien

A geographical introduction to history; tr. by E. G. Mountford and T. H. Paxton. 388p. O (Hist. of civilization ser.) c. N. Y., Knopf \$6.50

Fischer, Louis, M.D.

The health care of the baby; a handbook for mothers and nurses; 15th ed., rev. 267p. il., diags. D '25, c. '06-'25 N. Y., Funk & Wagnalls \$1

Crandall, Esther, comp.

Calendar of Minnesota government 1925. 62p. O (Bur. for research in gov't. pub'ns. no. 4) '24 Minneapolis, Univ. of Minn. apply

Depts. of Agronomy, Farm Mechanics and Animal Husbandry, Univ. of Ill. apply

Soft corn—how to store and feed it. 16p. diags. O (Agricultural College & experiment station, circular no. 293) '24 Urbana, Univ. of Ill. apply

Dodds, Erik Robertson, comp.

Select passages illustrative of neoplatonism. various p. D (Texts for students, no. 36) '24 N. Y., Macmillan apply

Dublin, Louis I.

The excesses of birth control; address delivered before the Sixth Internat'l Neo-Malthusian and Birth Control Conference. 10p. O '25 N. Y., Metropolitan Life Press, 1 Madison Ave. pap. apply

Erie, Pennsylvania; an industrial and summer resort city. 68p. il. O '24 Erie, Pa., Erie Chamber of Commerce Publicity Committee pap. apply

Field Museum of Natural History

Annual report of the director to the board of trustees for 1924. various p. il. O (Pub'n. 227) '25 Chic., Author pap. apply

Fletcher, Joseph Smith

The annexation society. 284p. D c. N. Y., Knopf \$2

A characteristic Fletcher tale of adventure featuring Jimmie Trickett, a girl, and a band of crooks.

Flint, Leon Nelson

The conscience of the newspaper. 480p. D c. N. Y., Appleton \$3

The principles and problems of journalism drawn from specific cases; the author is professor of journalism in the University of Kansas.

Forbes-Robertson, Sir Johnston

A player under three reigns. 324p. il. O c. Bost., Little, Brown \$5

Memories of an actor-manager, which are full of anecdotes about his stage contemporaries and the famous artists of his earlier art student days.

Frothingham, Paul Revere

Edward Everett, orator and statesman. 505p. (bibl.) footnotes) il. O c. Bost., Houghton bds. \$6

The life of one of America's famous statesmen and orators, which also furnishes the reader with an illuminating picture of the New England of a century ago.

Frothingham, Thomas Goddard

The naval history of the world war: v. 2. The stress of sea power, 1915-1916. 342p. maps O c. Cambridge, Mass., Harvard Univ. Press \$3.75

Froude, J. A.

Short studies on great subjects. 466p. T (World's classics, no. 269) '24 N. Y., Oxford 80 c.

Furman, Robert Torrington

What a man told his son. 160p. D [c. '24] N. Y., Manufacturers Service Co., 27 E. 22nd St. \$2

Furieux, William S.

Human physiology; rev. by William A. M. Smart. 298p. il., diagrs. D (Elementary science manuals) '24 N. Y., Longmans \$1.30

Galland, Joseph, Stanislaus, and Brenes-Mesén, Roberto

Spanish composition. 296p. il. D [c. '25] Bost., Allyn & Bacon \$1.40

Gaston, Charles Robert, ed.

Forum papers; second series. 250p. D c. N. Y., Duffield \$1.25

A collection of articles previously published in *The Forum*, and edited in this volume for high school use.

George, M. Dorothy

London life in the eighteenth century. 452p. il. O (Hist. of civilization ser.) c. N. Y., Knopf \$6.50

Giles, Rosena A.

Soil, the master [a novel]. 322p. front. D '24 c. Bost., Cornhill Pub. Co. \$2

Gill, Conrad

The rise of the Irish linen industry. 372p. il., maps O '25 N. Y., Oxford \$5.35

Golding, Louis

Day of atonement. 270p. D c. N. Y., Knopf \$2.50

The story of Eli and Leah, a devout Jewish couple, whose destiny, involved with that of their race, began amid Russian massacres and ended in tragedy.

Goldschild, M. D. M.

The ways of God; the story of a conversion. 136p. S '25 N. Y., Benziger Bros. \$1.10

Gooch, George Peabody

Germany; introd. by the Right Hon. H. A. L. Fisher. 371p. (bibl. footnotes) O (The modern world) '25 N. Y., Scribner \$3

A discussion of Germany and her policies during the last half century. The author is a German subject and "one of our most distinguished living historians."

Graham, Frank Duncan

Audel's handy book of practical electricity. with wiring diagrams. various p. il., diagrs. S [c. '24] N. Y., Theo. Audel & Co., 65 W. 23rd St., flex. lea. \$4

A ready reference for professional electricians, students and all electrical workers.

Gray, Charles Wright, comp.

The sporting spirit; an anthology. 327p. D c. N. Y., Holt \$2

A collection of some of the best stories about sports of various kinds, by such authors as Zane Grey, Gerald Beaumont, Ralph Henry Barbour, H. C. Witwer and Charles Van Loan.

Green, Frederick Charles, and Fort, Joseph Barthélemy

An up-to-date French composition. 62p. D '24 N. Y., Oxford \$1.10

Grey, Douglas

The tracking of K. K. 255p. D (Chelsea House copyrights) '25 N. Y., Chelsea House 75c.

Guggenheimer, Samuel H.

The Einstein theory explained and analyzed. 333p. D c. N. Y., Macmillan \$2.50

An attempt to render the Einstein theory clear to any reader of fair education.

Guye, Ch. Eng.

Physico-chemical evolution; tr. by J. R. Clarke. 184p. diagrs. D [n. d.] N. Y., Dutton \$2.40

Three papers by the professor of physics at the University of Geneva.

Gwynn, Stephen Lucius

Ireland; introd. by the Right Hon. H. A. L. Fisher. 252p. O (The modern world) '25 N. Y., Scribner \$3

Hackett, Francis

That nice young couple. 383p. D c. N. Y., Liveright \$2

The first novel of a well known political writer in which he observes American civilization as a whole, and, in particular, the case of Edward and Eleanor Beale who preserve the outward gentility of their marriage at all costs.

Hare, Howard, comp.

Institute hymns and songs. 56p. D [c. '25] N. Y., Methodist Bk. Concern pap. 15c.

Herts, B. Russell

Practical hints on interior decoration. 64p. il. Tt (Little blue b'k no. 685) [c. '24] Girard, Kan., Haldeman-Julius Co. pap. 10c.

Fowlkes, John Guy and Goff, Thomas Theodore

The Fowlkes-Goff practice tests in arithmetic for grades seven, eight and nine. no p. Q '25 N. Y., Macmillan pap. 80c.

Gardner, E. E.

Scientific touch typewriting. 112p. diagrs. Q c. '09-'24 Saginaw, Mich., F. H. Bliss Pub. Co. apply

Hall, Norris F., and others

The next war. 108p. S '25 Cambridge, Mass., Harvard Alumni Bulletin Press \$1

Three addresses, "Science in War" by Norris F. Hall, "The Conscription of Public Opinion" by Zechariah Chaffee, jr., and "The Stacking of the Cards" by Manley O. Hudson, delivered at a symposium at Harvard University November 18, 1924.

Hammond's compact indexed atlas of the world. 320p maps. (col.) T '25 c. '24 N. Y., C. S. Hammond & Co. 75c.; \$1.25; \$1.75

Containing maps of all countries of the world, accompanied by a new complete gazetteer-index of countries and states and a new index of cities and towns.

Hendrick, Burton Jesse

The life and letters of Walter H. Page; adapted for school use by Rollo L. Lyman. 349p. front. (por.) D '25, '21, '22 Garden City, N. Y., Doubleday \$1

Herman, Emma

Creative prayer. 239p. D [n. d.] N. Y., Doran \$2

By the author of "The Meaning and Value of Mysticism."

Hervey, Harry

Ethan Quest; his saga. 334p. D c. N. Y., Cosmopolitan Bk. \$2

A novel of the Far East, the record of a man born out of touch with his environment, who after long faltering chooses to do his duty to a dream rather than to reality.

Heyer, Rev. William C.

American trust in providence; an outline of the topic along general lines. 164p. il. O [c. '25] Bost., Badger \$2

Higbee, Lucy Ann

The diary of Lucy Ann Higbee; account of a journey to Ohio in 1837. 60p. il. S '24 Cleveland, O., Fanny S. Hall, 13800 Superior Ave. \$2.50

Hovell, Mark

The Chartist movement; ed. and completed with a memoir, by T. F. Tout. [new ed.] 364p. (5p. bibl.) front. (por.) D (Pub'ns. of Univ. of Manchester, historical ser., no. 31) '25 N. Y., Longmans \$3.25

A study of an early nineteenth century political movement in England.

Hoyland, John S.

A brief history of civilization. 288p. il. D '25 N. Y., Oxford \$1.50; \$3.25

Hunter, Irene, comp.

American mystical verse. 331p. D (Appleton lib. of verse) c. N. Y., Appleton \$2

An anthology covering the period from Bryant and Emerson to the moderns, with a preface by Zona Gale.

Jacobson, Charles

Jeff Davis: lawyer—politician—statesman, his life and speeches. 240p. il. c. Little Rock, Ark., Author, Boyle Bldg. \$3.50

Joyce, Patrick Weston

A short history of Gaelic Ireland, from the earliest times to 1608. 572p. (bibl. footnotes) map (col.) D '24 N. Y., Longmans \$1.75

Kinsburn, Emart

The boss of Camp Four. 255p. D (Chelsea House copyrights) '25 N. Y., Chelsea House 75c.

Squatters at Dabchick lake. 255p. D (Chelsea House copyrights) '25 N. Y., Chelsea House 75c.

Knecht, Edmund, and Hibbert, Eva

New reduction methods in volumetric analysis; a monograph; 2nd ed. 144p. (5p. bibl.) diagr. O '25 N. Y., Longmans \$3

Ladoo, Raymond B.

Non-metallic minerals; occurrence, preparation, utilization. 686p. diagrs. O [c. '25] N. Y., McGraw-Hill \$6

Laird, Donald A.

Psychology of selecting men. 274p. il. O [c. '25] N. Y., McGraw-Hill \$3

Lauck, Blanche Morris

The picnic, and other verses. 62p. D [c. '24] Bost., Badger bds. \$2

Lawrence, William, bp.

Henry Cabot Lodge; a biographical sketch. 203p. S c. Bost., Houghton \$1.75

By the Bishop of Massachusetts, a life-long friend of the American statesman.

Iowa (Code of), 1924, containing all statutes of a general and permanent nature, compiled by U. G. Whitney. 1985p. Q '24 Des Moines, Iowa, St. Pr. Bd. \$5; \$7.50 outside Ia.

Jiggs, Friley Jones

Combination shorthand. 3p. D '24 Dallas, Tex., Dallas Press Co. apply

Kessler, George

Outlines of "Introduction to the science of sociology"; a study of the book by Park and Burgess. 138p. (bibls.) O [c. '25] Lacey, Wash., Author, c/o St. Martin's College apply

Knobloch, Arthur Frederick

The Louisiana justice's manual and parish officer's guide; 2nd ed. rev. by Theodore Roehl. 461p. O '24 New Orleans, F. F. Hansell & Bros. buck. \$8

Kofoid, Charles A., and others

Karyameobina substituted for Karyameoba, with a note on its occurrence in man; Cryptotermes hermsi Sp. Nov., a termite from Fanning Island. various p. (bibl.) diagrs. Q (Pub'ns. in zoology, V. 26, nos. 22 & 23) '25 Berkeley, Univ. of Cal. pap. 25c.

Kohler, Eric Louis and Pettengill, Paul W. Illustrative audit. various p. diagrs. D '24 Chic., A. W. Shaw \$2

Lattay, Cuthbert, ed.

Texts illustrating ancient ruler-worship. 32p. S (Texts for students, no. 35a) '24 N. Y., Macmillan apply

Lawyers Trust Co. of Oklahoma

Foreign corporation laws of the state of Oklahoma. 21p. O '24 Oklahoma City, Author apply

Laxdaela saga (The); tr. from the Icelandic, with introd. by Thorstein Veblen. 317p. map D c. N. Y., Huebsch flex. cl. \$2.50
A northland classic of the tenth and eleventh centuries.

Liggett, Hunter

Commanding an American army; recollections of the world war. 207p. front. (por.), maps O c. Bost., Houghton \$2

The author was commander of the First American Army, which participated in the campaigns of the Marne, Saint Mihiel and Meuse-Argonne.

Loomis, Roger Sherman, comp.

Freshman readings. 563p. (bibl. footnotes) D [c. '25] Bost., Houghton \$2

A collection of readings from both classic and modern writers adapted to college classes in composition.

Lutz, Mrs. Grace Livingston Hill [Mrs. Flavius J. Lutz]

Not under the law. 336p. D '25, c. '24, '25 Phil., Lippincott \$2

The wholesome romance of an American girl.

McCurdy, James Huff

The physiology of exercise; a text-book for students of physical education. 242p. (bibs.) il., diags. O (Physical educ. ser.) '24 Phil., Lea & Febiger \$3

MacDonald, George

The tragedie of Hamlet, Prince of Denmark; a study with the text of the folio of 1623; introd. by Sir Johnston Forbes-Robertson; centenary ed. 293p. front. (por.) O ['24] N. Y., Dutton \$3.50

MacInnes, C. M.

The British commonwealth and its unsolved problems. 185p. (3p. bibl.) D '25 N. Y., Longmans \$1.75
Consideration of some modern political problems.

McKernan, Maureen

The amazing crime and trial of Leopold and Loeb; introd. by Clarence Darrow and Walter Bachrach. 380p. il. D '24 c. Chic., Plymouth Ct. Press, 523 Plymouth Ct. \$2
A detailed narrative of Chicago's recent sensational murder case, prepared from documentary evidence.

Manning David

Jim Curry's test. 255p. D (Chelsea House copyrights) '25 N. Y., Chelsea House 75c.
King Charlie's riders. 255p. D (Chelsea House copyrights) '25 N. Y., Chelsea House 75c.

Marriott, Crittenden

The isle of dead ships; a tale of the Sar-

Legal Aid Society, The

Forty-ninth annual report of the president, treasurer and attorney for 1924. 105p. O '25 N. Y., Author, 239 B'way. pap. apply

Lowe, Clarence George

The manuscript tradition of pseudo-Plutarch's "Vita de Demetriorum". 53p. O (Studies in lang. & lit., v. 9, no. 4) '25 Urbana, Univ. of Ill. pap. \$1

McAtee, W. L. and Malloch, J. R.

Revision of the American bugs of the Reduviid subfamily Ploiariinal. 153p. (bibl. footnotes) diags. O (No. 2573, Proceedings of U. S. Nat'l. Mus.) '25 Wash., D. C. Gov't. Pr. Off.; Supt. of Doc. pap. apply

Miller, Loye

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gasso Sea. 282p. il. (col. front.) D '25, c. '08- '25 Phil., Lippincott \$2

Dr. Beebe's expedition to the Sargasso Sea has occasioned the republication of this mysterious romance, which had been out of print for some years.

Marriott, J. A. R.

The eastern question; an historical study in European diplomacy; 3rd ed., rev. 576p. maps D '24 N. Y., Oxford \$2.85

Mellor, J. W., and others

Physics in industry; lectures delivered before the Institute of Physics; v. 2. 48p. diags. O (Oxford technical pub'ns.) '24 N. Y., Oxford \$1

Melville, Herman

Typee, or, A narrative of a four months' residence among the natives of a valley of the Marquesas Islands. 354p. map T (World's classics, no. 274) '24 N. Y., Oxford 80c.

Myddleton, W. W., and Barry, T. Hedley

Fats: natural and synthetic. 193p. diags. Q '24 N. Y., Van Nostrand \$6.50

National cyclopedia of American biography;
current v. A. 550p. il. O (Current ser.) '24 N. Y., Jas. T. White & Co., 70 5th Ave., buck. \$15

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Orpen, Sir William

Stories of old Ireland and myself. 102p. il. O c. N. Y., Holt \$3.50
Tales of the author's early days in Ireland; illustrated with reproductions of his paintings.

O'Toole, George Barry

The case against evolution. 422p. D c. N. Y., Macmillan \$3.50
The author is a teacher and student of theology, philosophy and biology.

Peloubet, Francis Nathan, D.D., and Adams, Alice D., eds.

Peloubet's Bible dictionary, based upon the foundation laid by William Smith. 799p. il., maps O [c. '12, '25] Phil., Winston \$2.50; lea., \$5

Plunket, I. L.

Daily life in Tudor times. 96p. il. (col. front.) D (Herbert Strang's readers, grade 3) '25 N. Y., Oxford 40c.

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These two volumes, altho forming an artistic unity, continue the long novel of which "Swann's Way," and "Within a Budding Grove" were the first two parts.

Rimbaud, Alfred Nicholas

Extraits de l'histoire de la civilisation française; ed. by Joseph Seronde. 288p. S [c.'25] N. Y., Holt \$1

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Reeder, Ward G.

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Reichwein, Adolf

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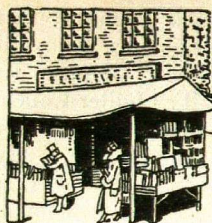
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Old and Rare Books

Edited by Frederick M. Hopkins



SELECTIONS from the libraries of Countess Pierre de Jumilhac of Bercy-le-sec, Aisne, France; Charles Smith of Tappan, N. Y., and the late Jonas D. Rice of Trenton, N. J., will be sold at the Anderson Galleries May 19. These selections include a wide range of material, early Elzevirs, a few eighteenth century English books, modern first editions, rare Americana, and other good miscellaneous books.

THE memory of Washington Irving will be coupled with that of his country in a house to be officially opened at Seville, Spain, to be known as the Washington Irving House, and used as a club for Americans who reside in Seville. The Marquis Valle Inclan, Royal Tourist Commissioner, is the guiding spirit behind the movement. The inauguration of the house on May 30 will be an elaborate event. A memorial tablet to Irving will be unveiled.

THE Howell papers, including historical material of Gov. Richard Howell of N. J., Col. John Ladd Howell of the Revolution, and Col. Joshua Howell of the War of 1812, embracing Revolutionary broadsides, important letters and documents, many relating to the State of New Jersey, together with additions comprising important letters of Washington, about thirty letters and indorsements by Abraham Lincoln, letters of presidents, generals in the Revolution, the Civil War, statesmen, poets, authors and other celebrities, will be sold by Stan V. Henkel & Son in Philadelphia, May 19. This sale includes some extraordinary material.

THE report comes from London that Dr. Rosenbach has bought the complete literary correspondence of Mrs. Elizabeth Montague, known as the Montague Papers, and that he will bring this material

to America. A selection from this correspondence has been published, but the originals, which it had been hoped the British Museum might buy, are lost to England. There are about 7,000 letters, including many from Horace Walpole, Laurence Sterne, Samuel Johnson, Garrick, Lord Chesterfield, William Pitt, the Elder, Reynolds, and Mrs. Siddons. There is also Mrs. Montague's correspondence with Voltaire in defence of the genius of Shakespeare.

CARRYING out the plan of the late Luther S. Livingston after his appointment to the librarianship of the Harry Elkins Widener Memorial Collection at Harvard University Library, there has just been issued another of the "Livingston Reprints," consisting of Benjamin Franklin's letters to Madame Helvetius and Madame La Frete, with an explanatory note by Mr. Livingston taken from the Grolier Club book issued in 1914, "Franklin and His Press at Passy." Only 125 copies have been printed at the Harvard University Press, and the little brochure of thirty-two pages contains facsimile reproductions of four of the little bagatelles issued by Franklin from his Paris press. The frontispiece is a fine photogravure of Madame Helvetius, and the reprint is a delightful addition to a series sure to be treasured by all who are fortunate enough to obtain copies of the very limited issues.

COLORED plate books of military uniforms and regimental histories, the collection of C. F. Gaunt of Churchfield, Warwickshire, England; the modern library of Edmund C. Wendt of this city; and the library of the late Major William L. Wallace of Ashland, Ky., will be sold at the Anderson Galleries May 20 and 21. The first portion of this catalog containing the Gaunt collection of colored plate books

of military uniforms of various countries, histories of regiments in the British Army, represents the gathering of Mr. Gaunt and his ancestors for a long period, and comprises the scarce Ackermann publications, together with the rare and important works of Ambert, Bellange, Bradford, Eckert and Montan, Heath, James, Marcouard, Meyrick and Smith, Moorsom, Orme, Rowlandson, Smith, Vernet, and others, together with *The Gentleman's Magazine of Fashions, Costumes, and Regimentals of the Army*, a very rare periodical published between 1828 and 1836, with nearly 300 brilliantly colored plates.

"A CATALOGUE of Books by or Relating to Dr. Johnson and Members of His Circle" is the arresting title of Elkin Matthews's Catalog No. 5, which fills 110 pages with Johnsoniana. But this is more than a catalog, it is a desirable first edition of John Drinkwater for he has written a capital introduction. The catalog is replete with scholarly and illuminating notes. Mr. Drinkwater says: "I am sure someone has called Johnson the most famous Englishman; in any case the designation may pass, and every one will at least allow that he was the first figure of his age, that his age was, in fact, Johnson's age. And he led a society of first-raters, one of England's greatest statesmen, one of her greatest painters, her most versatile man of genius (if a best novel, a best poem and a best play are good for the title), the founder of her political economy, her most famous historian, perhaps her greatest actor, her incontestably first biographer and a host of only smaller talents." Mr. Drinkwater is not a Johnson collector, but he commends those who are and urges upon them this catalog as a good starting point.

AT the sale of the library of the late Henry Cole Quinby of this city and the private collection of Elizabeth B. Stansfield of Springfield, Ill., at the Anderson Galleries on May 4 and 5, the signed manuscript of Stevenson's account of "My First Book—Treasure Island," written on eight pages, folio, brought \$3,750. This manuscript appeared in *The Idler* for August, 1894, and *McClure's Magazine* for September, 1894, followed

by its publication in book form together with other similar relations by Rudyard Kipling, A. Conan Doyle, Jerome K. Jerome, Bret Harte, A. T. Quiller-Couch, Robert Buchanan, and many others, later in the year under the general title, "My First Book." Stevenson said in the first lines of this relation: "Treasure Island" was far from being his first book, but being aware that his "paymaster, the Great Public, regards what else I have written with indifference, if not aversion . . . and when I am called to tell of my first book, no question in the world but what is meant is my first novel." An intimate author's presentation copy of Stevenson's "A Child's Garden of Verses," 16mo, New York, 1888, the rare first American edition sold for \$520. The 520 lots brought \$8,937.

Auction Calendar

Tuesday afternoon, May 19th, at 2:30. The Howell papers Gov. Richard Howell, of N. J., Col. John Ladd Howell, of the Revolution, Col. Joshua L. Howell, of the War of 1812, etc., also letters of Gen. George Washington. (Items 315.) Stan. V. Henkels & Son, 1304 Walnut St., Philadelphia, Pa.

Tuesday afternoon, May 19th, at 2:30. Selections from the libraries of Countess Pierre De Jumilhac, Bercy-Le-Sec, Aisne, France, Charles Smith, Tappan, N. Y., the late Jonas D. Rice, Trenton, N. J. (Items 395.) The Anderson Galleries, 489 Park Ave., New York City.

Wednesday and Thursday afternoons, May 20th and 21st, at 2:30. Colored plate books of military uniforms, regimental histories, etc., the collection of C. F. Gaunt, Churchfield, Warwickshire, England, and the modern library of Edmund C. Wendt, New York. (Items 657.) The Anderson Galleries, 489 Park Ave., New York City.

Catalogs Received

Americana, local and general. (No. 2; Items 621.) Wright Howes, 1142 South Michigan Ave., Chicago, Ill.

Books on art. (No. 266; Items 1627.) James Rimell & Son, 53, Shaftesbury Ave., London, W. 1, England.

Books on fish and fishing. (No. 511; Items 1,000.) Martinus Nijhoff, Lange Voorhout 9, La Haye, Holland.

Books on sports. Frank C. Brown, 44 Bromfield St., Boston, Mass.

Conversational dictionaries, etc. R. Jaschke, 26, High St., New Oxford St., London, W. C. 2, England.

Engraved portraits, literary, medical, legal, military, political, etc. (Items 174.) Arthur F. Harlow & Co., 712 Fifth Ave., New York City.

15th, 16th, 17th, 18th century printed books, famous presses, etc. (Items 1,500.) George Y. McLeish, 66 Weltje Road, London, W. 6, England.

Rare Americana, dramatic biography and literature, special presses, etc. (No. 156.) Shepard Book Co., 408 State St., Salt Lake City, Utah.

Second-hand and new books on India, Burma, Ceylon, including a few on Tibet. (Items 2,704.) Luzac & Co., 46, Great Russell St., W. C. 1, England.

Second-hand books on gardens and gardening. (No. 366; Items 1,705.) Thomas Thorp, 109, High St., Guilford, England.

Theology, religion, the Bible, Church History. (Part 2.) W. & G. Foyle, Ltd., 121, Charing Cross Road, London, W. C. 2, England.

Issued Every Saturday

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The Weekly Book Exchange**Books Wanted and For Sale**

Under *Books Wanted* (for the trade only) and *Books for Sale*, subscribers are charged 15c a line (no charge for address); all other classified ads, 20c for each line; double headed, 40c a line. Bills for this service will be rendered monthly. Advertisers with whom there is no account must pay in advance.

Write your wants plainly, on one side of the sheet only. Illegible lists are ignored. To insure prompt replies each title should begin on a separate line. Grouped titles in a solid paragraph, excepting those by one author, not allowed. The WEEKLY is not responsible for errors.

Objectionable books are excluded as far as they are noted.

In answering, please state edition, condition and price, including postage or express charges. The appearance of advertisements in this column, or elsewhere in the WEEKLY does not furnish a guarantee of credit. While it endeavors to safeguard its columns by withholding the privileges of advertising should occasion arise, booksellers should take usual precautions in extending credit.

BOOKS WANTED

Aladdin Bk. & Brass Shop, 205 Trumbull St., Hartford, Conn.
 Review Copies Latest Fiction.

Alcove Bk. Shop, 936 Broadway, San Diego, Calif.
 Joyce, Ulysses, not first.

Aldine Circulating Lib., 2019 Broadway, New York
 Wasserman's World Illusion, vol. 1 only.

Amer. Bapt. Pub. Soc., 1107 McGee St., Kansas City
 Practical Hymnology, Poteat.
 Women of the Bible, Sangster.
 Direction of Desire: Suggestions for the application of Psychology to Everyday Life.

Ecce Homa, Seeley.
 Adventures in My Garden and Rock Garden, by Louise Beebe Wilder, good condition.
 Book of Water Gardens, by Peter Bisset, good condition, publication, A. T. De la Mare.
 Aristocrats of the Garden, by Wilson.
 The Divine Unity of Scriptures, by Adolph Saplier.
 Life of Milton, Edward Dowden.

Amer. Library Service, 500 Fifth Ave., New York
 Thwing, How to Get On in the World.
 Wheeler, Reminiscences of North Carolina.

W. H. Andre, 607 Kittredge Bldg., Denver, Colo.
 Hoeckels History of Creation, two volumes.
 Cambridge Natural History, ten volumes, by Macmillan.
 Masterpieces of Modern Drama, two volumes, by Doubleday, Page.

Argus Bk. Shop, 434 So. Wabash Ave., Chicago
 Ellis, Psychology of Sex, volume 2.
 Lives of Roman Emperors, Walpole Press.

Aries Bk. Shop, 116 Delaware Ave., Buffalo
 Synge, Social Life in England.
 Munro, History of Middle Ages.
 Stephenson, Elizabethan People.

A. S. Arnold, Metuchen, N. J.
 Books on Ancient Egypt, Hieroglyphs, Arts, etc.

Jos. Baer & Co., Frankfurt a.M., Hochstrasse 6
 Journal of American oriental society, compl. set up to 1924.

J. Baer—Continued

United States Catalog, books in print 1912, Supplement for 1918-20.

American journal of archaeology, vol. 19, nos. 3, 4; vol. 20, nos. 2, 3, 4; vol. 21 to 24 incl., complete; vol. 27, no. 4.

Baldwin, Dict. of philosophy & psychol., last edition.

Zeilin, Megillat Taanit as a source for chronology, Urbana, 1920.

Modern Language Notes, vol. 1 to 11, 1886-96.

Botanical Gazette, complete set.

Wm. M. Bains, 1213 Market St., Philadelphia

Key to Puzzledom, by Eastern Puzzler's League.

My Aim, by G. L. Banks.

Wm. Ballantyne & Sons, 1409 F St., N.W., Wash., D. C.

Maday, Moses Brown, Captain, U. S. A.
 Haines, American Doctrine of Judicial Supremacy.
 Poems of Maurice Thompson.

J. E. Banks, Ambridge, Pa.

Encyclopedia Britannica.

H. C. Barnhart, 35 W. Market St., York, Pa.

Scott's Postage Stamp Catalogue for 1925.

N. J. Bartlett & Co., 37 Cornhill, Boston, Mass.

Spitta's History of Bach.

F. J. Child, A Scholar's Letter to a Young Lady, Atlantic, 1920.

Bourne, A Captive in Patagonia.

C. P. Bensinger Cable Code Book Co., 19 Whitehall St., New York

Schofield's General Telegraph A B C 5th Improved.

Peterson, Banking, Sampler's Code.

Western Union, Lieber 5-Letter Codes.

Any American-Foreign Language Code.

The Best Cellar, 1623 H St., Washington, D. C.

Channing's History of the U. S., volumes 1-4, Macmillan.

Book Center, 17 W. 42nd St., New York

Accounting, Business and Technical Books, recent editions. State title, date, condition, and prepaid cash price.

U. S. Catalog Supplements, 1912 to 1921.

BOOKS WANTED—Continued

Book Service, 837 East 10th St., New York
Yama.

Book Supply Co., 231 W. Monroe St., Chicago
Quilts, Their Story and How to Make Them, by
Marie D. Webster, Doubleday, Page & Co., pub.

The Book Shelf, 15 Garfield Pl., Cincinnati, O.
An American Preacher in England.
Janet March, by Floyd Dell.

The Book Shop, 219 N. Second St., Harrisburg, Pa.
The Thirty-nine Steps, J. Buchan.
The Craft of the Tortoise, Algernon Tassin.

Bookman Lib., 1010 Grand Ave., Kansas City, Mo.
Dillon, Inside Story of Peace Conference.
Spetta, Bach, 3 vols., tr. by Bell and Maitland, pub.
by Novello, 1902, set.
Dalcroze, Eurythmies.
Froude, History of England.

Brandt & Brandt, 101 Park Ave., New York
The New Word, by Allen Upward, pub. by Mitchell
Kennerly.

Brentano's, 218 S. Wabash Ave., Chicago
Hypnotism and Suggestion, Satow, D. M. & Co.
The End of the World, Eggleston, Judd.
Chinese Puzzle, Bowen & Lyon, Holt.
250 Meatless Menus, Christian.
Rem. of Chicago, Gale.
Prussia and the U. S., Frederick Schrader, 1857.
West in the Dip. of Am., Rev. Phillips.
Florida Enchantments, Dimoc, Macmillan.
With Kitchener to Khartoum, Stevens.
Work, L. M. Olcott.
The Larger Faith, Coulter.
My Life Out of Prison, Lowrie.
Genetic Psychology, Judd.
Genetic Philosophy of Educ., Patridge.
Elocution & Oratory, Wiley.
Romantic Germany, Schauflier.
Your Own Path, Morgan.
Memoirs of the Bastille, Linquet.
Tender Buttons, Gertrude Stein.
Thirty-six Years in the White House, Pendel.
Flowers, Deass.
Am. Colonies in the 17th Cent., Osgood, 1st ed., 3
vols., Macmillan.
Log of the No. Shore Club, Alexander.
What England Can Teach Us About Gardening,
Miller, Doubleday, Page & Co.
The Observer, by Lafcadio Hearn.
Cost of Something for Nothing, by Altgeld, two.
Kipling, Verse, Inclusive ed., 1885-1918-1919 ed. only.
The Banditti of the Prairies, Edward Bonney, Con-
key.
Cyril the Foundling, pub. Estes.
Vol. 1 only, or quote set 3 vols., Dickson's Theory of
Numbers, pub. Carnegie Institution.

Brentano's, Fifth Ave. & 27th St., New York
De Tocqueville, Democracy in America, 2 vols.,
good type edition.
March, Francis, Thesaurus.
Burr, Aaron, Diary of.
Kennedy, Whistler.
Sanders, Chas. Francis, Indians of the Terraced
Houses.
Treadwell, Chinese Art Motives.
Alone in the Caribbean, F. A. Fengers.
Materials for a History of Oil Painting, Eastlake.
Materials of a Painter's Craft, A. P. Laurie.
Facts About Processes and Pigments and Vehicles.
Handbook of Precious Stones, M. D. Rothschild.
Pipe Fitting Charts, Snow.
Treatise on the Propagation and Cultivation of
Azaka Indica.
Incidents in My Life, 1st and 2nd series, D. D.
Homan.
Lights and Shadows of Spiritualism.
Fear and Conventionality, E. C. Parson.
Diomed, John L. Wise.
Handbook of French Hall Works on Gold and
Silver Plate, Markham.
Common Law, O. W. Holmes, Jr.
Plunkett of Tammany Hall, Riordan.
History of Land Mammals, W. B. Scott.

Brentano's, N. Y.—Continued

The Land of Long Ago, Eliza C. Hall.
Open Country, 2 copies, Hewlett.
Gems and Precious Stones of North America, George
F. King.
Handbook of Precious Stones, M. D. Rothschild.
The Life and Letters of Charlotte Elizabeth, Duchess
of Orleans.
Doctor Looks at Literature, Collins.
Medica and Therapeutics, Funk.
The Storm, Astrovsky.
How Money Is Made in Security Investments,
Henry Hall.
Potomac Landings, Wilstack.
Dust, Julien Hawthorne.
Mendelssohn Families from Composer to Present Day,
2 copies, trans. from German, Hansel.
Tourmalins Time Cheques, Anstey Arrowsmith.
Vachel Lindsay's Poems, signed copy.
Mechanical Refrigeration, MacIntire.
Calculus of Finite Difference, Boole.
True Ophelia.
The Protected Princes of India, Wm. Lee-Warner.
Theory of Sound, 2 vols., Rayleigh.
The Philosophy of Incarnation, A. C. Garrett.
Heroes of the Faith Sermons, Rev. C. J. Vaughn.
A Summer in Arcady, J. L. Allen.
The Centaur, Blackwell.
The Incredible Adventure, Blackwell.
Curriculum of Horace Mann Elementary School.
Reynard the Fox, limited edition.
Fern Allies, W. U. Clute.
Lincoln, unexpurgated, Herndon.
The Mineral Kingdom, R. Brauns.
Liquid Air—Oxygen and Nitrogen, Claude.
Vain Glory, R. Firbank.
Preludes and Symphonies, J. G. Fletcher.
Jewels in Brass, Jitte & Horlick.
Multatuli, Max Havelaar.
The Violin, Its Famous Makers and Their Imita-
tors, George Hart.
Ouida, Pascalere.
Violin and Its Music, George Hart.
Antonio Stradivari, Hill.
Sisters of Sulpicius, Amanda P. Valdez.
The Red Fox, J. McFarland.
Stop Thief, V. M. Westen.
Golf, a Royal and Ancient Game, R. Clark.
Private Gaspard, 2 copies.
Old London Silver, M. Howard.
Old Plate, Its Makers and Marks, I. H. Buch.
Hall Marks on Gold and Silver Plate, W. Chaffer.
What England Can Teach Us About Gardening,
Miller.
The Desire of the Moth, included in Come On.
Green Trails and Upland Pastures, W. P. Eaton.
Life and Genius of Ariostos, J. S. Nicholson.
Almetta of Gabriels Run, Murdoch.
Letters of a Javanese Princess, Kartini.
Arachne, George Ebers.
What is Instinct? C. B. Newland.
Frans, the Wolfhound, Dawson.
Memoirs of Baber, Baber.
The Founding of Spanish California, C. E. Chap-
man.
Le Centaure—M. de Guerin, English trans.
Rararah, or the Marriage of Loti, Pierre Loti.
The Technique of Novel, Prof. Horne.
Pipe Smoke Carry, B. L. Taylor.
Lady Baltimore, Owen Wister.
Illustrated Dictionary of Words Used in Art and
Archaeology, J. W. Mollett.
C. Melind, Stella G. S. Perry.
Life of Isabelle, Lady Burton.
Running Water, A. E. W. Mason.
Annual Reports for the Commissions of Patents for
the Years 1897, 1902, 1903, 1904, 1905, 1906, 1907, 1908,
and 1909, bound.
Observations on Prophecies of Daniel, Sir I. New-
ton.
Sailor Boys of 61, J. R. Soley.
Dream of the Man, Mrs. Baillie Reynolds.
Railroads, Their Origin and Problems, C. F. Adams.
Genealogy of the Lawrence Family, Thomas Law-
rence.
Old Time and Young Tom, Robert Jones.
Contemporary Europe, Asia and Africa, Andrews.
John of Gaunt, S. A. Armitage, Smith.
America's Gifts to the Old World, Atwater & Lang-
worthy.
Mechanics of Advertising, F. Aumuller.

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Brentano's, N. Y.—Continued

Circulation Problems in the Coming Newspaper, F. M. Ball.
 Wheat Production in Marketing, Balt.
 Investigation of the Written Examination, J. Bardy.
 Indian Princess Tears and Smiles, James N. Barker.
 German Teachers and Educators, H. Barnard.
 English Drama, a Working Basis, Bates & Godfrey.
 The Commercial Policy of England Toward the American Colonies, Beer.
 Cromwell's Policy in Its Economic Aspects, Beer.
 Travels in New York and New England, 1821-22, Mrs. N. V. H. Bell.
 Bohemia's Case for Independence, Ed. Benes.
 Jacob Stahl, J. D. Beresford.
 The Invisible Event, J. D. Beresford.
 These Lynnekers, J. D. Beresford.
 History of the German Struggle for Liberty, Bigelow.
 History of Elementary Education in England and Wales, Birchennigh.
 John Wilkes Life, H. W. Bleackley.
 English Merchants, 2 vols., H. R. F. Bourne.
 Modern Spain, C. Butler.
 Establishing a Newspaper, O. F. Byxbee.
 Three Sons and a Mother, G. Cannan.
 The Story of a Charity School, Cardwell.
 Life of Wm. Corbett, T. Carlyle.
 Art Theatre, Sheldon Cheney.
 The New Movement in the Theatre, Sheldon Cheney.
 Loyala, Chesterton, G. K.
 Heroes of Chivalry and Romance, J. A. Church.
 The Immigrant's Day in Court, K. H. Claghorn.
 Education of Children at Home, Clarke.
 History of Astronomy in the 19th Century, A. M. Clerke.
 Studies in Poetry and Criticism, C. Collins.
 Education for Democracy, F. W. Cornish.
 Jane Austen, F. W. Cornish.
 Cooperation Among Farmers, J. L. Coulter.
 British Rule in India, G. W. Cox.
 Life of the First Earl of Shaftesbury, H. Craik.
 Gothic Quest, R. A. Gram.
 Constantine, Cutts.
 Scenes and Characters in the Middle Ages, E. L. Cutts.
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 Influence of Wealth in Imperial Ancient Rome, W. S. Davis.
 One Hundred and Forty Folk Songs, Davison.
 Races of Man, Deniker.
 Revolution and Reaction in Modern France, G. L. Dickman.
 Woman, Her Position and Influence in Greece and Rome, J. Donaldson.
 Basal Metabolism in Health and Disease, Du Bois.
 Early Printed Books, Duff.
 Chemistry of Commerce, R. K. Duncan.
 Woman Under Monasticism, Echenstein.
 Origins of English History, C. I. Elton.
 Modern Germany, O. Eltzbacher.
 Cosimo de Medici, K. D. Ewart.
 The Making of Poetry, A. H. R. Fairchild.
 Way Out, E. A. Filene.
 Evolution of Constitution of U. S., S. G. Fisher.
 Coming Generation, W. B. Forbush.
 The New England Primer, Ford.
 Commercial Products, Freeman & Chandler.
 Social Decay and Regeneration, R. Austin Freeman.
 Police Power, E. Freund.
 Roman Cities of Italy and Dalmatia, A. L. Frothingham.
 Cromwell's Place in History, S. R. Gardiner.
 Greek Athletic Sports and Festivals, Gardiner.
 The Great Pestilence, F. A. Gasquet.
 France in the Twentieth Century, W. L. George.
 Second Class Passenger, F. Gibbon.
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 Life of Wm. C. Bryant, Pope Godwin.
 Social Significance of Modern Drama, E. Goldman.
 History of the Burgh Schools of Scotland, Grant.
 Children's Crusade, Gray.
 Some Aspects of National Health Insurance, Alexander Gray.
 Folk Lore Reader, Book 1, Grover.
 History of the English People in 1815, Elie Halevy.
 American Authors and Their Homes, Francis W. Halsey.
 Men and Women of the Italian Reformation, C. Hare.

Brentano's, N. Y.—Continued

Robert Raikes, the Man and His Work, Harris.
 Crete, the Forerunner of Greece, C. H. Hawes.
 Germany's Economic Progress and National Wealth, K. Helfferich.
 Heather, E. Henham.
 Pharisaism, R. T. Herford.
 The Map of Africa by Treaty, 3 vols., Ed. Hertslee.
 British Imperialism in the Eighteenth Century, G. B. Hertz.
 Decisive Battles of the Law, F. T. Hill.
 Shadow of Substance, Socialism or Individualism, W. P. Hill.
 Dramatic Portraits, P. P. Howe.
 Journalism in the U. S. from 1690-1872, Frederic Hudson.
 Life in America 100 Years Ago, Gaillard Hunt.
 Church and the Barbarians, W. H. Hutton.
 Greek Morality, James.
 Ten Tudor Statesmen, A. D. James.
 Local Government in the U. S., H. G. James.
 Vasca da Gama and His Successors, W. G. Janje.
 Humanism in Education, Jebb.
 Attic Orations, Jebb.
 Stephen A. Douglas, A. Johnson.
 Early History of the Tories, C. B. R. Kent.
 The English Radicals, C. B. R. Kent.
 Alexandria and Her Schools, Kingsley.
 The Dutch Schools of New Netherlands and Colonial N. Y., Kirkpatrick.
 Fugger News Letters 1568-1605, V. Von Klarwill (ed.).
 Mathematical Theory of Relativity, trans. H. Levy, Kopff.
 John Knox and the Reformation, A. Lang.
 Political History of England, I. S. Leadam.
 Opportunities in the Newspaper Bus, James Melvin Lee.
 Queen Victoria, Sidney Lee.
 Two Chapters on Mediaeval Gilds, E. R. A. Leligman.
 Economic Liberalism, H. Levy.
 Tariff Primer, L. F. Lybarger.
 Wm. Wordsworth, Nature Poet, Hamilton W. Mabie.
 Business of Congress, S. W. McCall.
 Joseph Chamberlain, A. MacKintosh.
 Canon Law in England, F. W. Maitland.
 Life of Prince Metternick, Malleston.
 Warren Hastings, C. B. Malleston.
 Commercial History, J. H. V. Manhaut.
 Aristotle, Manthner.
 George Canning and His Time, J. A. R. Marriott.
 Makers of Modern Italy, J. A. R. Marriott.
 The Philosophy of the Short Story, Brander Matthews.
 Republic of Liberia, R. C. Maugham.
 Story of Gold, E. S. Mead.
 Calhoun, 2 vols., W. M. Mergs.
 Life and Letters of Thomas Cromwell, Merriman.
 The New Far East, T. T. Millard.
 Success, A. A. Milne.
 History of England, 3 vols., Molesworth.
 State Intervention in Eng. Ed., Montmorency.
 Thomas a Kempis, Montmorency.
 Life and Times of St. Bernard, Morison.
 Russia and Its Crisis, Mulinkov, P.
 Am. Sugar Industry, H. Myrick.
 The Masterpiece Library of Short Story, vols. 14, 15, 16, Wm. Robertson Nicoll, ed.
 Sir Walter Raleigh, F. A. Ober.
 Story of Louie, O. Onions.
 Debit Account, O. Onions.
 The New York Public School System, Palmer.
 History of Mod. Elementary Education, Parker.
 Petroleum and Its Uses, E. P. Parker.
 Penna. the Keystone, S. W. Pennypacker.
 The Principle of Relativity, Jeffrey Perrett.
 Control of Conduct, C. C. Peters.
 Making of a Newspaper, Melville Philips.
 Evolution of Parliament, A. F. Pollard.
 Simon de Monfort, G. W. Prothero.
 Books and Their Makers in the Middle Ages, Ruth Putnam.
 History of Canada, C. G. D. Roberts.
 Popular History of Science, R. Routledge.
 Wheat Growing in the U. S., Rutter.
 Wheat Growing in Canada, the U. S. and Argentina, Rutter.
 David Lancaster, Salurni.
 Pageant, F. J. Sawyer.
 Ideals of the Republic, James Schouler.

BOOKS WANTED—Continued

Brentano's, N. Y.—Continued

Future of the Hungarian Nation, R. W. Seton-Watson.
 The Southern Slav Question and the Hapsburg Monarchy, R. W. Seton-Watson.
 Some Problems in Market Distribution, Shaw.
 Student Life and Custom, Sheldon.
 The Story of the Mine, Shinn.
 Proof-reading and Punctuation, A. M. Smith.
 Conversations with Luther, Smith & Gallingen.
 Educational Psychology, D. S. Snedden.
 Industrial Revolution, D. H. Stewart.
 Building of the Empire, A. T. Story.
 Education in the Far East, Thuring.
 Rocky Mountain Exploration, Thwaites.
 Nat. Land System, P. J. Trent.
 General Theory of Integral Functions, trans. by Collingwood Valison.
 Social Germany in Luther's Time, A. D. Vandam.
 Money Answers All Things, Jacob Vanderlint.
 The Kindergarten in American Education, Vander-walker.
 England's Fight with the Papacy, W. Walsh.
 The Ancient Lowly, C. O. Ward.
 The Story of the Railroad, C. Warman.
 Marcus Aurelius Antoninus, P. B. Weston.
 Industrial Cooperation, Catherine Webb.
 Some Observations on Secondary Commercial Education, Welch.
 Character Lessons in American Biography, J. T. White.
 Gaspard de Coligny, A. M. Whitehead.
 Collapse of the Kingdom of Naples, H. R. Whitehouse.
 Practice of Journalism, Walter M. Williams.
 John Pym, E. C. Wode.
 America in Literature, George E. Woodberry.
 Union of South Africa, W. B. Worsfield.
 Palmyra and Zenobia, Wright.
 History of England Under Henry IV, J. H. Wylie.

Brick Row Bk. Shop, 19 E. 47th St., New York
 Porter, Journal of Cruise Made to Pacific on Essex.
 Dorothy Wordsworth, Journal, 1st.
 Horace Bushnell, Any first editions, pamphlets, or autograph material.
 Meade, Thrice Greatest Hermes.
 Trowbridge, Cagliostro, 1910.
 Waite, The Hermetic and Alchemical Writings of Paracelsus.
 Newman, Opposition to the Catholic Church in England.
 Hume, Queens of Spain, 1903.

Brick Row Bk. Shop, 68½ Nassau St., Princeton, N. J.
 Eros, Emil Lucka, Putnam.
 Wines of France, H. Warner Allen, Brentanos.
 Life of Johannes Brahms, Florence May.

Bridgman & Lyman, 108 Main St., Northampton, Mass.
 Publications in Philosophy, No. 4, University of Calif.

Lull, W. H., Organic Adaption to Environment.
 Jordan, D. S., Voice of the Scholar.
 Burns, A. T., Summary of Americanization.
 Ashmun, Margaret, Essentials in Teaching Literature.
 Adamson, R., Roger Bacon: The Philosophy of Science in the Middle Ages.
 Robertson, C., Philosophical Remains.
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The Commonweal, no. 6, pub. Calvert Pub. Co.,
N. Y.

Lehigh University Library, Bethlehem, Penna.

Crile, Origin and Nature of the Emotions.

The Literary Lobby, 28 W. 44th St., New York

Interrupted Friendship, Voynich.
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Journal of Physical Chemistry, 1-26, 30.
Chemical Abstracts, 1-3.

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Brain, vols. 7-10, 15-20.
Journal of Physiology, 1-15.
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Parsons, Pathology of the Eye.
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U. S. Geol. Survey Professional Paper 54, Cripple
Creek.

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Phantom of the Opera, La Roux, Bobbs-Merrill.

Miller's Bk. Store, 64 N. Broad St., Atlanta, Ga.
813, Maurice LeBlanc, Doubleday, Page, 1910.

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Almanack de Gotha, 1924.

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Bech: The Bird, 1907.

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 Coleridge, Poems, London, 1796.
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 Dickinson, Emily, A. L. S.
 Doheny, American Life of Lafayette, Texas, 1832.
 Douglas, S. A., A. L. S. mentioning Lincoln.
 French, Early Amer. Silversmiths, 1917.
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 Longfellow, Evangeline, Boston, 1847.
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 Mabie, Works, ed. de luxe, N. Y., 1900, 10 vols.
 Mayo, The Berber.
 Meynell, John S. Sargent's Works, London, 1903.
 Moore, The Apostle, London, 1911, Drama in Music, 1886.
 Morley, Christopher, Travels in Philadelphia.
 Onions, Gray Youth, 1st ed.
 Oxenham, Man of Sark, N. Y., 1907.
 Patten, Ruth W., Memoirs and Family Corres., 1834-45.
 Poe, The Raven and Other Poems, N. Y., 1845.
 Pycraft, Courtship of Animals and Hist. of Birds, 1910.
 Rice, Harmanus Bleeker an Albany Dutchman.
 Roosevelt, Autobiography, N. Y., 1913; Through the Brazilian Wilderness, 1st ed.
 Shakespeare's Works, 3rd folio, London, 1664.
 Snow-Fire, by author of "Martyrdom of Empress."
 Starbuck, Hist. of Amer. Whale Fishery, Waltham, 1876.
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 Mercantile Speller, Franklin Press.
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 Montgomery, The Samaritans, 1907.

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Hastings Encyclopedia of Religion and Ethics, 12 vols.

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Jerome, J. K., They and I, Doubleday, Page.
Kelly, Torch Bearers, Amer. Library Service.
Lawrence, Elizabethan Playhouse, Lipp.
Madame Sans-Gene, edition trans. by A. C. Bond.
Memps, Japan, A. & C. Black.
Miller, J., Memories and Rime, Funk & Wagnalls.
Moore, M., Carthage, Heinemann, 1905.
Murray, A. S., Sculptures of the Parthenon.
Newhall, C. S., Shrubs of Northeastern America, Putnam.

Vol. I of Nicene and Post Nicene Fathers, Eusebius.
Pierce, C. H., New Harlem Past and Present.
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English Notes, Boston Daily Mail Office, 1842.

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American Library Association Catalog for 1905-11.

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Amer. Journal of Science, 1919, vol. 39, p. 1 ff.

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Bacon, Francis, Essays or Counsels Civil and Moral, introd. by Lewis, Putnam's Classics.

Briggs, Essays in Modern Theology.

Briot & Bouquet, Elements of Anal. Geometry, tr. by Boyd, Werner Book Co., 1896.

Buttel-Reepen, Are Bees Reflex Machines?

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Heald, Symptoms of Diseases in Plants.

Jour. of Ind. Eng. Chem., 4, 429, 1922.

Lambing, Hist. Catholic Church in Dioceses Pittsburgh and Allegheny, 1880.

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Whittier's Unknown Romance.

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Work, Henry Clay, Upshot Family, Poem, 1868.

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The Mystery of Edwin Drood, and some uncollected pieces, Boston, 1870, by Charles Dickens.

The Dickens-Collins Christmas Stories, comprising No Thoroughfare and Two Idle Apprentices, Boston, W. F. Gill & Co., 1876.

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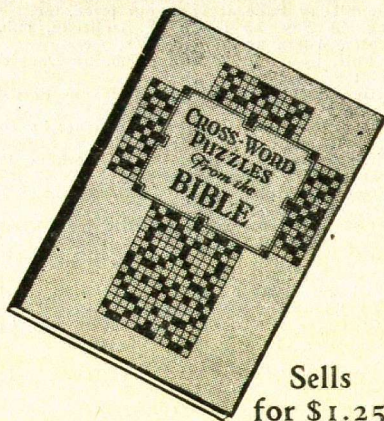
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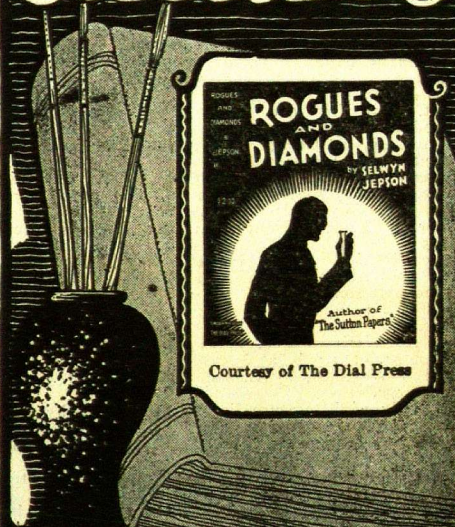
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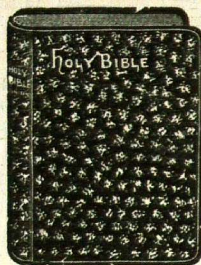
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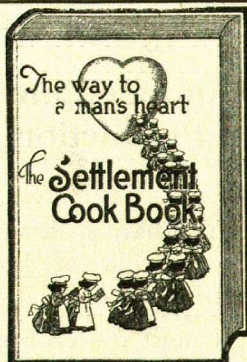
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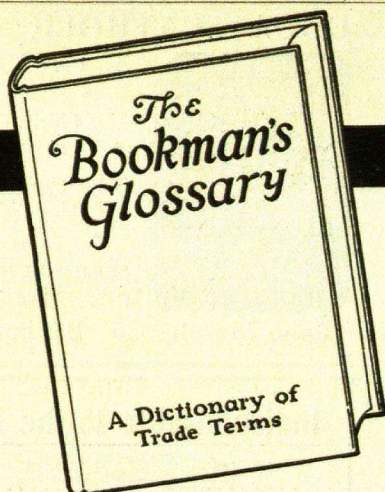
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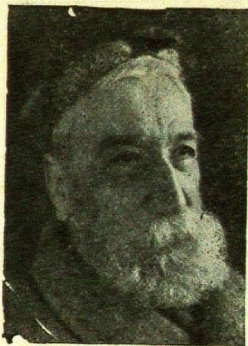
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